

NOTE THE SOAP INDUSTRY SECTION

The American Perfumer

and Essential Oil Review

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(SEE PAGE 9)

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BUSINESS HORIZON IS CLEARING FAST.

Just as we expected, the New Year has started the American Nation on the road to normalcy in business and the menacing specks seen on the horizon some little time ago are swiftly vanishing in the background. The transition from war to peace is not easy of safe accomplishment, but notable progress is being made. Elsewhere we print in this issue some comments on the situation that are thoroughly convincing, for they are made by eminent men who are thoroughly qualified to discern the facts and who are known to be exponents of the truth. Honesty in business is one point that is sounded strongly, but there are others and it is wise for all of us to realize that we must work hard to keep up the good work of restoring, preserving and augmenting the prosperity of our Nation. Looking the necessities of the future right in the face, here are a few trite bits of advice from Babson's pen that all of us may well ponder and act upon while going ahead:

"The wisest policy is to plan for continued hard sledding in general business. Push your sales and advertising departments. Concentrate, if possible, on the territories which are hurt the least. Avoid large commitments. Cut costs to the quick and keep as large a reserve as possible for emergencies. Remember that the readjustment now in progress is really laying the foundation of a future period of prosperity."

THE TARIFF SITUATION.

Again the Republic is faced by a situation of the kind that has arisen many times in her history and will oft again arise—the adjustment of the tariff. The world war has introduced new factors that make the writing of a new tariff bill a more difficult matter than ever before, and it is rather fortunate, in the view of the industrial world, that the Republican party will write the new bill.

One of the serious factors that disarranges all normal plans is that of foreign exchange, and another the coming industrial revival of Germany. Due to the first of these factors, viz.: foreign exchanges, the French perfumery manufacturers are able to sell their products in this country much below their usual figures, and this has introduced an enlarged element of competition for the American manufacturers of perfumes and toilet preparations. It has become almost the normal tendency of American human nature to regard anything foreign as being better, and where the difference in price between American and foreign articles—especially between American and French perfumes and toilet preparations—is not great, it is natural that there will be a relative increase in the sale of French products.

The American manufacturer must be protected against this new element, and we believe that the excellent facts and arguments presented by the Manufacturing Perfumers' Association and which are published beginning on page 402, will go far to convince Congress that these views should be adopted. On one other important factor no specific recommendations were made, viz.: the problem of compounded raw materials. Under the guise of primary products there has developed a large traffic in finished concentrates which have not been assessed with the expected duty of 60 per cent ad valorem, due to the fact that the customs officers have held that these products were not intended for use as perfumes. It was the view of the trade when the present Tariff Act was written that these concentrates might be held to be non-alcoholic perfumes, but the hope was not sustained. It would be a relatively simple matter to write a paragraph that would remedy this defect, and also cause the assessment of the necessary protective rate on semi-finished compounds, were it not for the fact that many of the natural and synthetic raw materials that have won a substantial place in the formulary of the American manufacturer are not in themselves wholly unmixed. This problem is treated also in the brief filed by the American Aromatic Chemical Manufacturers, which is referred to later.

Coming now to the remaining problem, the protection of the American manufacturers of synthetic aromatic chemicals, we give, beginning at the end of page 405, the brief filed on January 21 by the American Aromatic Chemical Association, of whose special Tariff Committee Mr. Burton T. Bush, president of Antoine Chiris Co., New York, is chairman, and Mr. Warren E. Burns, vice-president of Morana, Inc., New York, is secretary. This committee was empowered by the association to prepare and file a suitable brief, and it undoubtedly represents the views of the American manufacturers of these products.

The views of these manufacturers are well set forth and specific recommendations are made for certain paragraphs of the tariff bill that are designed to assure a continuation on a reasonable basis of profit, of the plants that were established during the war. Passing reference is made to the Longworth Bill (H. R. 8078) and to the amendments of that bill proposed by Senator Moses, of New Hampshire. The Longworth Bill provides for a system of licenses on all coal tar bases and derivatives including dyestuffs, but the subsidiary industries in which coal tar products are used as raw materials, for instance, in the manufacture of synthetic perfume bodies, phenol condensation products such as bakelite, condensite, etc. (substitutes for hard rubber) are not covered.

Recommendation is made by the American Aromatic Chemical Association that "to be representative of a self-contained coal tar industry it was no doubt the original intention of the framers of that bill (H. R. 8078) that it should include our branch in its entirety."

No reference is made to the Longworth Bill by the Manufacturing Perfumers' Association, but if any amendment should be made to that bill in the Senate seeking to place perfume raw material under the licensing provisions of the Longworth bill they probably will be heard from, as we understand that they are not in harmony with this legislation. The Moses amendment to the Longworth Bill may eventually be found to be a satisfactory substitute, as it provides that "an additional duty equal to the difference between (1) the sum of the dutiable value of such article, . . . and (2) the fair wholesale selling price in the

ADVERTISING REDUCES COST.

"It is entirely wrong to look upon the expense of advertising as one of the costs which add to the price," declared Joseph French Johnson, dean of the New York University School of Commerce. "Without advertising large scale production is absolutely impossible and large scale production is the *sine qua non* of low prices. Furthermore, advertising sees to it that people shall get goods of the best quality. Advertising puts no royal crown on the head of a humbug."

United States of a like article or satisfactory substitute therefor of domestic manufacture plus 20 per centum of such wholesale selling price in the United States." The purpose of this is plain. If heliotropine, for instance, were \$5 per pound in this country and the wholesale selling price in Germany, for example, were equivalent to \$2 per pound, there would be assessed a duty of \$3 per pound plus 20 per cent.

In the brief of the American synthetic manufacturers is a suggestion regarding a duty on compound raw materials that would go directly to the root of the matter. The suggestion is that "Enfleurage greases and floral essences or floral oils or floral concretes and all natural odoriferous products manufactured from flowers by whatever method, provided they are not mixed nor compounded, nor *fortified*." The italics are ours. We call attention to the word *fortified*, for by strict application it would probably cause the imposition of a higher duty on all natural products to which any other product may have been added. In the brief of the Manufacturing Perfumers' Association enfleurage greases, etc., are recommended for the free list, and doubtless the Aromatic Chemical Association would not oppose this proposal in any way. The latter organization makes its main plea for pure tariff protection in connection with its class B for which products a duty of 45 per cent ad valorem is requested, and it appears to be the belief of these manufacturers that such a rate would give to them substantial protection, provided the essential oils, etc., used as basic raw materials by them for the manufacture of derivatives, esters, etc., were admitted free of duty.

If this view is correct and the proposal is held by the Manufacturing Perfumers' Association to be satisfactory to itself, it would seem that a basis for harmonious and united co-operation may be found; and we sincerely trust that this will be the case, for a house divided against itself is not a stable one.

The interests of the manufacturers of perfumes and toilet preparations, toilet soaps, etc., are paramount, for in the long run if they do not prosper, the firms that supply them will not prosper, and harm will come to all. What will come out of the special session in Washington no one can foretell, for the larger tariff issues such as matters of general policy equally applicable to all industries must be settled first, and underlying all is the international economic situation, for this country cannot long prosper if the rest of the world is in a backward state. But in working out these main policies and in planning that Europe may be aided in liquidating her indebtedness with goods, the interests of American manufacturers must not be sacrificed, nor do we believe they will be.

OPTIMISTIC ON BUSINESS FUTURE.

(Judge Elbert H. Gary, chairman of the board of the United States Steel Corporation.)

"I think I am justified in saying that so far as my information extends, *there is nothing unfavorable on the business horizon.* Certainly at present the tendency is toward improved business conditions. This does not necessarily mean that there is a decided increase in volume, but it does mean that the general aspect, including the temper of business men, is better. If that continues we are certain to have decided improvement within a comparatively short time.

"The principal reason for apparent dullness in some lines is that the purchasing public is waiting for such information as will influence them to conclude bottom prices have been reached. It should be evident to every one that in certain lines or departments further decreases in selling prices are necessary, and therefore likely to be reached."

TENTH REVISION OF THE U. S. P.

Prof. E. Fullerton Cook chairman of the Committee of Revision of the United States Pharmacopoeia, announces that its activities have been going on for six months. Its policy will be to make public its decisions and invite comment. Two new sub-committees have been added. They are a committee of bio-assays, with Dr. C. W. Edmunds as chairman, and one on reagents and test solutions, of which Charles H. LaWall is chairman. The other committees, and their chairmen, are: Scope (admissions and deletions), Dr. H. C. Wood, Jr.; Therapeutics and Pharmacodynamics, Dr. Torald Sollman; Bio-products and Diagnostics Tests, Dr. George W. McCoy; Botany and Pharmacognosy, Henry Kraemer; Proximate Assays, Charles E. Caspari; Inorganic Chemicals, H. V. Arny; Organic Chemicals, George D. Rosengarten; Volatile Oils, W. O. Richtmann; Extracts, Fluid Extracts and Tinctures, G. M. Beringer; Waters, Solutions, W. L. Scoville; Cerates, Ointments and Miscellaneous Galenicals, Jacob Diner; Tables, Weights and Measures, Theodore J. Bradley; Nomenclature, A. G. DuMez. These chairmen constitute the executive committee of which Professor Cook is chairman ex-officio.

FOREIGN TRADE KEEPS GROWING.

For the ten months ending October imports of perfumery, cosmetic and all toilet preparations amounted to \$5,664,260, as against \$3,784,734 in the corresponding previous period. Castile soap imports were 2,276,803 pounds, being about doubled; talc, 37,998,881 pounds, about double. Lemon oil, 667,575 pounds, a gain of nearly 200,000 pounds, while glycerine amounted to 20,863,076 pounds, or ten to one increase.

Exports for the ten months: Perfumeries, cosmetics and all toilet preparations, \$7,263,916, a gain of a little more than \$1,000,000; toilet soap, \$4,847,070, a slight decrease; all other soap, 107,607,747 pounds, a falling off of 25,000,000 pounds.

November exports of perfumeries from New York were as follows: Belgium, \$1,712; Denmark, \$1,307; France, \$1,530; Germany, \$33; Gibraltar, \$628; Greece, \$747; Italy, \$1; Malta, \$191; Netherlands, \$3,983; Norway, \$312; Portugal, \$15; Spain, \$6,304; Sweden, \$735; Switzerland, \$1,520; England, \$72,372; Ireland, \$349; Bermuda, \$390; British Honduras, \$3,580; Canada, \$165; Costa Rica, \$1,180;

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Guatemala, \$2,503; Honduras, \$2,386; Nicaragua, \$7,937; Panama, \$12,440; Salvadore, \$2,847; Mexico, \$11,902; Newfoundland, \$1,092; Barbados, \$453; Jamaica, \$5,988; Trinidad, \$2,470; Other British West Indies, \$1,967; Cuba, \$101,715; Danish West Indies, \$1,036; Dutch West Indies, \$185; French West Indies, \$11; Haiti, \$3,146; San Domingo, \$6,669; Argentina, \$40,532; Bolivia, \$202; Brazil, \$50,399; Chile, \$10,456; Colombia, \$12,923; Ecuador, \$8,164; British Guiana, \$2,698; Dutch Guiana, \$1,133; Peru, \$20,794; Uruguay, \$3,074; Venezuela, \$9,412; China, \$25,406; British India, \$11,928; Straits Settlements, \$2,577; British East Indies, \$2,801; Dutch East Indies, \$96; Hongkong, \$14,562; Japan, \$3,923; Turkey in Asia, \$850; Australia, \$34,161; New Zealand, \$11,491; British Oceania, \$489; Philippine Islands, \$40,567; British West Africa, \$2,749; British South Africa, \$8,020; British East Africa, \$175; Canary Islands, \$1,747; French Africa, \$38; Liberia, \$97; Portuguese Africa, \$263; Egypt, \$1,362; total, \$584,890.

FOR BETTER EXPRESS SERVICE.

Shippers in every industry using express service will be asked to co-operate in the "Right Way Plan," a new educational movement about to be inaugurated in the express business by the American Railway Express Company. Special emphasis is to be laid on what is called "starting express shipments right," in which shippers will be asked to give special attention to complete and accurate addressing of shipments and to the packing rules laid down in the Express Classification authorized by the Interstate Commerce Commission.

The carrier announces that having received shipments turned over to it in proper condition for shipping, it proposes to see that while in its hands all business will be carefully guarded and expeditiously handled to destination. Numerous placards and pamphlets detailing the correct shipping methods will be distributed to express users.

AMERICAN CHEMICAL SOCIETY.

The monthly meeting of the American Chemical Society was held January 1, at Rumford Hall, New York. About 100 members were present to listen to interesting papers read by Warren K. Lewis, of the Institute of Technology, on "New Points of Contact Between University and Industry," and R. H. MacKee on "Factors of Oil Distillation."

PERFUMERY TARIFF HEARINGS AT WASHINGTON

Briefs Presented by Manufacturing Perfumers Association and American Aromatic Chemical Association and Arguments Made in the Interest of the Potash, Soap, Talc, Collapsible Tubes, Bottle, Vegetable and Olive Oil Industries.

WASHINGTON, D. C., Jan. 18.—By far the most interesting news from Washington just now concerns the permanent tariff revision, hearings on which were commenced by the Ways and Means Committee of the House on January 6 and, according to the present schedule, will not be concluded until February 16. It is expected that the committee will be ready with at least a draft of its bill when the new Congress meets, probably on April 4.

On January 6 the committee started hearings on Schedule A, which includes chemicals, oils and paints, and under which perfumes and articles entering perfumes are classed. The perfume manufacturers had their innings on January 8. Several representatives were placed on the schedule to appear before the committee on behalf of the trade, but several gave their time to the two men who were heard. These who were to have appeared included Gilbert Colgate and Dr. Martin Ittner, both of Colgate & Company, New York; W. L. Crounse, A. M. Spiehler and H. C. Wright, all representing the Manufacturing Perfumers' Association. However, Mr. Colgate gave his time to Mr. Ittner and Messrs. Crounse and Wright gave their time to Mr. Spiehler, thus allowing Messrs. Ittner and Spiehler to represent the whole trade. Both made very clear and interesting statements, which are given below. Mr. Ittner said in part:

"We are willing and anxious to give the committee the results of our experience in any way that may be of assistance to it. We make herewith suggestions with respect to the several kinds of perfume materials.

"These include, first, basic materials, the production of which involves a minimum of manufacture, viz., essential oils which are distilled from some part of plants, flower pomades and flower concretes which are obtained by some form of solvent extraction from flowers or other parts of plants, natural odoriferous aromatic substances obtained from animals or plants, as musk in pods, ambergris, civet from animals, and styrax and benzoin from plants.

"Most essential oils are not and cannot be made in this country. The duty on most of them is at present twenty per cent. From our standpoint it would be desirable to have those which are not distilled in this country in commercial quantities come in free of duty.

"We also recommend the following grouping and wording in lieu of part of paragraph 49:

"Ambergris, civet, musk in pods, enfleurage greases and floral essences or floral concretes, and all natural odoriferous aromatic substances used in the manufacture of perfumes, all the foregoing not mixed and not compounded, and not specially provided for in this section — per centum ad valorem. (This should be the same rate as for essential oils not made in this country.)

"Comments on natural aromatic substances: Civet, musk in pods, enfleurage greases, floral essences or floral concretes, etc., are, most of them, not produced in this country and are not capable of being produced in this country. Most of these articles are now assessed for duty at twenty per cent ad valorem. From our standpoint it would be desirable to have such of these substances as are not produced in this country in commercial quantities come in free of duty.

"Perfume materials also include certain odoriferous substances and aromatic chemicals in the production of which

a higher degree of skill and additional labor is involved, and upon which there should be a correspondingly higher rate of duty.

"Comments on natural and synthetic aromatic chemicals, etc.: Colgate & Company, as a large consumer of these articles, respectfully requests that reasonable protection be granted to American manufacturers of these articles without regard to whether any one of them is at present being made in this country. Before the war American perfumers purchased these substances from Germany and other European countries. The war cut off the supply of most of these articles, and had it not been for the fact that some of the most important of them were supplied by American manufacturers the perfume industry would have suffered great hardship bordering on calamity.

"Our recommendations are made in the belief that it is for the good of the trade at large and for our own best interests that we should not be wholly dependent upon foreign sources. The lower the duty that will accomplish the desired purpose, the better we will be pleased, but we ask that it be sufficient to protect and that no embargo or prohibition be placed upon the importation of aromatic chemicals, as there may be considerations of quality or supply that may make it desirable to import some or all of them.

"Perfume materials include, finally, mixtures and compounds made by mixing any or all of the above materials. Their composition is usually kept secret, and their true cost or value is known only to their manufacturers. Most of these mixtures or compounds are skillfully blended and have been subjected to a high degree of manufacture. It is not infrequently the case that they approach so closely to finished perfumes that it is necessary only to add alcohol to procure a finished perfume. Any product capable of making a finished perfume by the simple addition of alcohol may, for import purposes, be brought in in two or more parts which may be united in this country with little skill or labor. These parts may present the appearance of perfume 'raw materials.'

"These materials are manufactured abroad on a tremendous scale. Their composition and exact value are secrets of their compounders and their identity may be covered by fanciful names that bear but slight relation to their true composition. The opportunity for undervaluation for import purposes is very great and they are all brought in in competition that is unfair to the real manufacturer of perfumes, as distinguished from the manufacturer who relies on foreign talent for a considerable portion of his compounding. In this way the protection granted by paragraph 48 to finished perfumes is almost nullified."

Representative Rainey suggested there might be no necessity of protecting aromatic chemicals not made in this country. Mr. Ittner said there ought to be an "anticipatory" tariff, as American chemists are working on these products and making more of them all the time.

Regarding the cost of production abroad, Mr. Ittner said he had been offered some foreign materials recently at lower prices than Colgate is now paying for them in this country. He suggested protection for products made here, but left the rate to the judgment of the committee.

M. P. A. CASE PRESENTED BY MR. SPIEHLER.

Mr. Spiehler made the following statement:

"I appear, before you as chairman of the tariff committee of the Manufacturing Perfumers' Association of the United States. Our association is a thoroughly representative organization of the industry engaged in the production of perfumery and toilet preparations, our membership including all the important manufacturers and a substantial majority of the smaller ones. Our associate membership also embraces importers of raw materials and certain houses which both import and manufacture such materials. In

addition we also include a few houses the operations of which are confined to the manufacture of perfume raw materials.

"The work of the tariff committee of this association was begun promptly upon the announcement of your committee that hearings were to be held looking to the revision of the tariff law, but owing to the shortness of the time at our disposal we have been obliged to work with great rapidity in order to prepare ourselves to present to you the consensus of the views of our industry respecting the paragraphs of the tariff law in which we are interested, namely, paragraphs 29, 46, 48 and 49 of Schedule A and paragraph 561 of the free list. We assume that, in addition to the data which in the limited time at our disposal we are able to present to you today, you will call upon us for supplemental information when the actual work of drafting the new tariff bill is begun and we wish to assure you that our committee will at all times be at your disposal and will be glad to respond in any way that you may desire.

"In order that our tariff committee might be informed as to the views of the individual members of our association before attempting to present any revision project to your committee, a questionnaire was sent out to our entire membership and upon the replies received a tentative project was framed which was subsequently submitted to the board of directors of our association for approval. There was such general unanimity in the views expressed by our members in response to our questionnaire, that our board, after full consideration, approved the suggestions framed by our tariff committee, which we beg leave to submit herewith.

DISLOCATION OF FOREIGN EXCHANGE A FACTOR.

"We desire at the outset to preface our brief statement with a reference to a condition of overshadowing importance to our industry, but concerning which we will not attempt to elaborate our views as we understand that, because the problem is one which affects nearly every domestic industry called upon to face foreign competition, your committee is already giving it serious consideration. We refer to the dislocation of foreign exchange which has introduced a factor of uncertainty into all tariff calculations or estimates concerning adequate measures of protection. At this juncture we content ourselves with the statement that there is probably no American industry which has been so completely demoralized with respect to foreign competition, as the result of the depreciated circulating mediums of foreign countries, as that engaged in the production of perfumery in the United States. This will be most graphically illustrated to you when we say that the depreciation of the French franc has been met in the case of the cost of our raw materials by increased prices on the other side, while the American importer of the finished French perfumes with which our goods compete is able to buy his products substantially on the basis of the depreciated franc.

"Our industry has made satisfactory progress during the past seven years, but this progress has been due largely to fortuitous circumstances rather than to the unrestricted operation of the existing tariff law. In fact, during the past year, since the resumption of more normal conditions, we have been made to feel the full force of foreign competition, which we believe is only a foretaste of what is to come unless a reasonable amount of readjustment is made in the customs tariffs related to our industry and unless some drastic remedy is found for the present condition due to depreciated foreign exchange.

"In common with many other industries, we have been favored by the general prosperity of the country and by those abnormal conditions which have made money plenty and which have disposed our people to spend it freely. That these abnormal conditions have ended is apparent to all, and the future existence of our industry must depend in large part upon the wisdom of Congress in framing legislation to tide us over the impending crisis and enable us to establish ourselves on a firm and enduring foundation.

FEELING OF FRIENDLINESS FOR FRANCE.

"Although our chief competition comes from France, the finished products of which are now being entered at our custom houses on a basis of about one-third the prices prevailing a year ago while the cost of our imported raw materials shows an actual advance to us of upwards of 300

per cent., we have not been unmindful of the feeling of friendliness which the people of the United States as a great nation entertain toward our war-stricken sister, and we believe that considering France as the source of both our raw materials and finished products, the relatively slight changes which we propose in the existing tariff will not be found to be hurtful.

"We do not feel, however, that we would discharge our obligation to your committee to supply it with basic information concerning our industrial position if we failed to call attention to the measures which the French government and French people have taken to safeguard their industry and to protect and stimulate its growth even during the darkest days of the war. The basic industry received the most paternalistic protection throughout the period of the war during which it was treated as a special favorite, entitled to fuel, labor, raw materials and transportation and did not suffer any of the restrictions with which our industry in this country was constantly threatened, including classification as a non-essential with consequent deprivation of all the facilities necessary to continuous operation. Within a recent period, the flower growers of France have been permitted to organize themselves into an association, the effect of which has been to provide the French industry manufacturing finished perfumes with an adequate supply of raw materials at moderate prices while buyers of such materials for American manufacturers have been obliged to content themselves with what was left and with prices substantially higher than those paid by our French competitors.

"A consideration to which our tariff committee has given much attention and for which we believe our revision project makes due provision is the comparatively small but none the less important branch of our industry which has developed to a substantial degree during the war and largely because of the trade interruption incident thereto and which is engaged in the manufacture in this country of so-called synthetic perfume materials. Notwithstanding the fact that any increase in protection afforded this industry will for a long time to come increase the cost to us of these materials we bespeak the extension to these houses of the same principle of protection which we invoke for ourselves. We do not think that any industry can justly claim at your hands protection for its finished products if it is not willing to accord protection to domestic concerns which with a reasonable tariff can supply it with raw materials of adequate quality and at fair prices.

PERFUMERY AND TOILET GOODS NO LONGER LUXURIES.

"We are not unmindful of the fact that the products of our industry are sometimes inconsiderately referred to as luxuries and all too frequently in the framing of emergency revenue legislation have been selected to bear a disproportionate burden of taxes, especially in the way of internal revenue impost. We desire, however, to remind you that the progress of medical science, of sanitation and hygiene have greatly emphasized the important position occupied by our products in the maintenance of the public health. It certainly requires no argument in this presence to refute the suggestion that toilet soaps, tooth pastes, tooth powders, liquid dentifrices, mouth washes, talcum powders, and antiseptic solutions of all kinds are luxuries. All of these products are included among the essential supplies of every hospital in the land. They are to be found in every well appointed bath room, in all nurseries and in sick rooms. They contribute not only to personal comfort and cleanliness, but they are relied upon alike by physicians, surgeons and nurses as valuable adjuvants in restoring and maintaining health. We believe it to be a fair statement that any prejudice that may have existed at any time against the bulk of our goods as luxuries has waned in direct proportion to the increased attention given by our people to personal cleanliness.

"Before taking up for discussion the detailed suggestions we are prepared to make with respect to the revision of the paragraphs of October 3, 1913, in which we are interested, we desire to acknowledge the very generous measure of assistance accorded us by the United States Tariff Commission and congratulate the Ways and Means Committee upon the fact that, owing to the industry and intelligence

of the experts of the commission, you now have before you surveys of our industry here and elsewhere which for accuracy, comprehensiveness, and exhaustive treatment have never been approached in any preliminary tariff literature placed at your disposal.

PARTS OF 1913 TARIFF ACT THAT INTEREST INDUSTRY

"The provisions of the Tariff Act of October 3, 1913, in which we are interested are paragraphs 29, 46, 48 and 49, as follows:

"29. Ethers: Sulphuric, 4 cents per pound; amyl nitrite, 20 per centum ad valorem; amyl acetate and ethyl acetate or acetic ether, 5 cents per pound; ethyl chloride, 20 per centum ad valorem; ethers and esters of all kinds not specially provided for in this section, 20 per centum ad valorem; Provided, That no article containing more than 10 per centum of alcohol shall be classified for duty under this paragraph.

"46. Oils, distilled and essential: Orange and lemon, 10 per centum ad valorem; peppermint, 25 cents per pound; mace oil, 6 cents per pound; almond, bitter; amber; ambergris; anise or anise seed; bergamot; camomile; caraway; cassia; cinnamon; cedrat; citronella and lemon-grass; civet; fennel; jasmine or jasimine; juniper; lavender, and aspic or spike lavender; limes; neroli or orange flower; origanum, red or white, rosemary or anethos; attar of roses; thyme; and valerian; all the foregoing oils, and all fruit ethers, oils and essences, and essential and distilled oils and all combinations of the same, not specially provided for in this section, 20 per centum ad valorem; Provided, That no article containing alcohol shall be classified for duty under this paragraph.

"48. Perfumery, including cologne and other toilet waters, articles of perfumery, whether in sachets or otherwise, and all preparations used as applications to the hair, mouth, teeth, or skin, such as cosmetics, dentifrices, including tooth soaps, pastes, including theatrical grease paints, and pastes, pomades, powders, and other toilet preparations, all the foregoing, if containing alcohol, 40 cents per pound and 60 per centum ad valorem; if not containing alcohol, 60 per centum ad valorem; floral or flower waters containing no alcohol, not specially provided for in this section, 20 per centum ad valorem.

"49. Ambergris, enfleurage greases and floral essences by whatever method obtained: flavoring extracts, musk, grained or in pods, civet, and all natural or synthetic odoriferous or aromatic substances, preparations, and mixtures used in the manufacture of, but not marketable as, perfumes or cosmetics; all the foregoing not containing alcohol and not specially provided for in this section, 20 per centum ad valorem.

"561. Oils: Birch tar, cajeput, cocoanut, cod, cod liver, cottonseed, croton, ichthyol, juglandium, palm, palm-kernel, perilla, soya-bean, and olive oil rendered unfit for use as food or for any but mechanical or manufacturing purposes, by such means as shall be satisfactory to the Secretary of the Treasury and under regulations to be prescribed by him; Chinese nut oil, nut oil or oil of nuts not specially provided for in this section; petroleum, crude or refined, and all products obtained from petroleum, including kerosene, benzine, naphtha, gasoline, paraffin, and paraffin oil; and also spermaceti, whale, and other fish oils of American fisheries, and all fish and other products of such fisheries.

CHANGES IN 1913 TARIFF ACT SUGGESTED BY M. P. A.

"The changes that we suggest in these paragraphs are set forth below:

"In paragraph 29, we ask the elimination of the terms 'esters.' The esters used in our industry would be included in paragraph 49.

"We ask that paragraph 46 be amended to read as follows:

"46. Oils, distilled and essential: Orange and lemon, 10 per centum ad valorem; allspice (berries), ambrette seeds, cedarwood, cedarleaf, patchouli, cloves, 20 per centum ad valorem; Provided, that no article containing alcohol shall be classified for duty under this paragraph.

"We have omitted from paragraph 46 the phrase 'and

all fruit ethers, oils, and essences, etc.' for the reason that they are not of interest to our industry and we do not wish to make any suggestions in reference thereto.

"Our suggestion for the amendment of paragraph 46 involves a new classification of distilled and essential oils, omitting several which are embraced in the existing law because they are of little or no present importance to our industry, and including by name other oils which, since the passage of the present tariff act, have come to be of industrial importance. Those oils which in our opinion need protection, because of the fact that they are made in this country under promising conditions, we have included in paragraph 46. The remainder we propose to transfer to paragraph 561 of the free list. Until the passage of the present tariff law all these oils were free of duty and, inasmuch as those which we propose to add to paragraph 561 of the free list are not produced in this country, and in our opinion cannot be, we see no reason why they should be made dutiable. The revenue that would be derived therefrom would be negligible and insufficient to justify increasing their cost to the American perfume industry. Several of the oils, like citronella and geranium, are used as raw materials for our newly established synthetic perfume material industry which should be able to procure them at the lowest possible cost.

"We have also eliminated from paragraph 46 'all combinations of' distilled and essential oils, but have taken care of them under amendments which we suggest in paragraph 49 at a somewhat higher rate of duty than that governing the articles embraced in paragraph 46.

"Deferring for the moment comment on paragraph 48 which comes next in order under the present law, but which, because it relates to finished products, should logically follow those paragraphs dealing with crude and partly manufactured materials, we now take up paragraph 49 which, pursuant to a suggestion which we have adopted from a draft prepared by the United States Tariff Commission, we have recast. We propose to transfer to the free list ambergris, civet, musk (grained or in pods), enfleurage greases, and floral essences or flower concretes, and all natural odoriferous aromatic substances and essential oils used in the manufacture of perfume: provided, that same are not mixed and not compounded, do not contain alcohol and are not otherwise specially provided for.

CLASSIFYING AROMATIC AND OTHER SUBSTANCES.

"Paragraph 49 will then read as follows:

"49. (a) Odoriferous or aromatic chemical substances obtained from essential oils or from natural or chemical products, not mixed nor compounded, 20 per centum ad valorem; (b) all compounded preparations, mixtures and combinations of essential oils, distilled oils, odoriferous or aromatic substances or natural floral products, used in the manufacture of but not marketable as perfumes or cosmetics, and not containing alcohol and not specially provided for in this paragraph, 25 per centum ad valorem.

"It will be observed that in sub-dividing the articles enumerated in paragraph 49 we have provided two classifications, one including the primary or uncompounded products at the rate of 20 per centum ad valorem, which is the rate they now pay, and the other embracing the compounds or mixtures which logically should pay the higher rate of 25 per centum ad valorem.

"Under paragraph 49 that branch of our industry engaged in producing synthetic perfume materials in this country will receive a substantial amount of additional protection. This is brought about, first, by the transfer to the free list of certain oils which are used in the manufacture of synthetic products and which, therefore, would be made available at lower cost, and second, as the result of raising the tariff rate on compounds and mixtures from 20 to 25 per centum ad valorem.

"In connection with the articles embraced in paragraph 49 the tariff committee of the Manufacturing Perfumers' Association has found itself embarrassed by a situation which has recently become a decided menace to our entire industry, but for which we frankly admit we have not yet been able to find an adequate remedy. We crave the very serious attention of the Ways and Means Committee

for this phase of our problem and will welcome any suggestions it may be able to offer.

"For a number of years there has been a slow but steady increase in the importation into the United States of goods brought in by the American representatives of foreign houses and others which, while entered for duty as perfume materials, have lacked only the addition of alcohol, and in some instances, some other less essential material, to render them merchantable as finished perfumes. Within the past few months the importation of these practically completed goods has increased to an alarming extent, thus offering a severe form of competition with our industry, especially as in many cases these goods have been made up to imitate the most popular odors that have been developed by American perfumers. It is hardly necessary to call attention to the fact that the Government is losing a large amount of revenue on these goods which it would receive if they were classified as finished perfumes.

"At first blush it would seem a comparatively simple matter to adopt a new classification for these nearly finished products at a rate of duty approaching, if not equalling, that paid on finished perfumes, but a serious difficulty has arisen in this connection owing to the fact that any classification which we have been able to devise, that would impose a special rate of duty upon these practically finished goods, would include in the same category practically every compound or mixture imported as a raw material by the domestic perfume manufacturer. Obviously, we do not wish to penalize our entire industry by imposing a practically prohibitory rate of duty upon our raw materials for the purpose of increasing the rate paid on these practically finished goods, especially in view of the belief which is generally entertained throughout our industry that the importers of these nearly finished products would not be deterred from bringing them in even should they be made to bear a rate now imposed upon completely finished perfumes.

QUOTATIONS FROM U. S. TARIFF COMMISSION'S REPORT.

"In this connection we cannot do better than invite your attention to the following extract from the survey of the United States Tariff Commission on 'Natural and Synthetic Odoriferous Substances, Preparations and Mixtures':

"The second of the two classes referred to above, namely, the natural and synthetic mixtures, cannot be so easily defined. The first class is made up of definite chemical substances, which may be identified readily by means of well-known chemical and physical properties. The second class, on the other hand, consists of mixtures and combinations, each of which may be made up of a half dozen or more different natural or chemical constituents. Certain of these mixtures are of known composition, but in most cases they are marketed under trade names and their composition is guarded as trade secrets. There are a number of flowers, such as the lily-of-the-valley, honeysuckle, sweet pea, and lilac, from which the odorous principles cannot be extracted commercially, and for which the perfumer is dependent upon artificial means of reproduction. However, practically every flower odor and natural essential oil is imitated by a so-called 'synthetic flower oil,' which for certain purposes may be regarded as a more or less satisfactory substitute. The term 'synthetic' as thus used is a misnomer, since these synthetic oils are usually mixtures of different constituents, some of which may themselves be synthesized while others may have been isolated from essential oils or extracted from flowers. One class of these preparations of especial tariff interest is made up of highly manufactured products in which a large number of both natural and synthetic materials have been skillfully compounded to produce a product which can be converted into a finished perfume by the simple addition of alcohol. In other cases perhaps two or more of these preparations may be required for the finished perfume, but even then the preparation of the final product requires comparatively little skill."

"The finished products of our industry are included in paragraph 48 of the present law, and concerning this paragraph we have no recommendation to make except that the concluding clause 'floral or flower waters containing no alcohol not specially provided for in this section, 20 per

centum ad valorem,' should be eliminated and such waters transferred to the free list. The paragraph, if amended in accordance with our recommendation, would read as follows:

"48. Perfumery, including cologne and other toilet waters, articles of perfumery, whether in sachets or otherwise, and all preparations used as applications to the hair, mouth, teeth, or skin, such as cosmetics, dentifrices, including tooth soaps, pastes, including theatrical grease paints, and pastes, pomades, powders, and other toilet preparations, all the foregoing, if containing alcohol, 40 cents per pound and 60 per centum ad valorem; if not containing alcohol, 60 per centum ad valorem.

"Concerning the elimination of floral and flower waters from the above paragraph, we beg to point out that these articles are merely the by-products of the distillation of essential oils from flowers in the foreign countries of origin and although they are of substantial importance to our domestic manufacturers, they are not and cannot be produced in this country. Incidentally, we would draw attention to the fact that some of them have an important use in the manufacture of medicines.

AN ANOMALOUS SITUATION AS TO DUTY ON CONTAINERS.

"In connection with the duty on finished perfumery, we wish to call attention to a somewhat anomalous situation that has developed respecting the duty upon the containers thereof. When perfumery is imported in plain glass bottles the containers, by the operation of paragraph 83, are subject to the same ad valorem rate of duty as their contents, namely, 60 per centum. In certain customs decisions (Abstracts 41682 and 41692, of 1918), it has been held, however, that when perfumery is put up in cut or decorated bottles the containers are separately dutiable at the lower rate of 45 per centum ad valorem under paragraph 84. This decision is based upon the principle that the more specific designation of 'cut-glass bottles,' as found in paragraph 84, must govern appraising officers rather than the general term 'glass bottles' 'containing merchandise subject to duty,' as found in paragraph 83. We think that the provisions of paragraph 83 should be so amended as to impose upon all glass containers the same rate of duty applicable to their contents irrespective of the character of such containers.

"If the changes we have already suggested are adopted it will be necessary to amend paragraph 561 of the free list of the present law in order to include those natural raw materials which we are proposing to eliminate from paragraphs 46 and 49 of Schedule A. This paragraph will then read as follows:

"561. Ambergris, civet, musk (grained or in pods); Oils: anise, bay, bergamot, birch tar, bois de rose femelle, cajeput, cassia, citronella, coconut, cod, cod liver, cottonseed, croton, eucalyptus, geranium (Algerian, Bourbon and Turkish), ichthyol, juglandium, lavender, aspic or spike lavender, lemon-grass, linaloe, neroli or orange flower, otto of rose, palm, palm kernel, perilla, rosemary, sandalwood, thyme, vetiver, enfleurage greases and liquid and solid primal floral essences or floral concretes not compounded, floral or flower waters, containing no alcohol, and all natural odoriferous aromatic substances and essential oils used in the manufacture of perfumes provided that same are not mixed and not compounded, do not contain alcohol and are not otherwise specially provided for in this act, soya-bean, and olive oil rendered unfit for use as food or for any but mechanical or manufacturing purposes, by such means as shall be satisfactory to the Secretary of the Treasury and under regulations to be prescribed by him; Chinese nut oil, nut oil or oil of nuts not specially provided for in this section; petroleum, crude or refined, and all products obtained from petroleum, including kerosene, benzine, naphtha, gasoline, paraffin, and paraffin oil; and also spermaceti, whale, and other fish oils of American fisheries, and all fish and other products of such fisheries.

"In our discussion of paragraphs 46 and 49 of Schedule A we have presented briefly our reasons for seeking to extend the category included in paragraph 561."

BRIEF IS FILED BY AROMATIC CHEMICAL MANUFACTURERS

Chairman Burton T. Bush and Secretary Warren E. Burns, on behalf of the tariff committee of the American

Aromatic Chemical Association of New York City, filed a brief on the subject January 21. The following is the brief:

"Our association represents a branch of the Organic Chemical Industry, which, like other branches of the synthetic aromatic chemical industry, remained quite undeveloped in the United States up to 1915.

"During the war a great many plants, due to necessity have been started in this country.

"Our industry is based on the synthesis of aromatic organic chemical bodies from natural or coal-tar bases and constitutes, according to acknowledged authorities, the highest development in organic chemistry. Its development depends on the employment of highly trained research and plant chemists and specialized and skilled labor.

"For the purpose of tariff consideration, the products of our manufacture could be subdivided in accordance with the sources of their origin, into three (3) classes.

"(a) Synthetic odoriferous aromatic chemical bodies obtained directly or indirectly from coal-tar.

"(b) Synthetic organic aromatic odoriferous chemical bodies, obtained directly or indirectly from volatile oils or other natural or chemical bodies.

"(c) Volatile (essential) oils obtained by distillation of vegetable bodies, such as the whole aromatic plants and plant-parts as leaves, stems, flowers, roots, wood, barks, resins, oleo resins, balsamic resins, gum resins, fruits, seeds, etc.

"In amplifying Class A which embraces odoriferous chemical bodies directly or indirectly obtained from coal-tar bases, we wish to state in explanation that these bases employed are the same as those used by other allied coal-tar chemical industries, such as dyestuff making, drug manufacturers, photographic materials, synthetic tanning materials, insulating materials, artificial leather, artificial rubber, synthetic resins and all similar industries. It will be seen that our industry is an integral part of the entire coal-tar industry, playing its role of contributing important products and without which a self-contained American coal-tar and organic chemical industry would be incomplete.

"In view of the above explanation we would respectfully suggest that the tariff classification embracing this class of products could be worded as follows:

"Benzyl benzoate, benzyl acetate, methyl salicylate, diphenyl oxide, coumarine, phenyl acetic aldehyde, and all other odoriferous aromatic chemical bodies or derivatives thereof when obtained, derived or manufactured, in whole or in part, from any of the products provided for in groups 1 and 2 of the Title V Dyestuff Act of September 8, 1916, all the foregoing, provided they are not mixed nor compounded."

"Bill H. R. 8078, which has passed the House of Representatives, embraces only a portion of the products manufactured by our industry. It should include our branch in its entirety to be representative of a self-contained coal-tar chemical industry, which no doubt was the original intention of the framers of that bill.

"For tariff purposes Class B could be worded as follows:

"Heliotropin, geraniol and its esters and other derivatives, rhodinol and its esters and other derivatives, santalol, octyl, nonyl, and other aldehyds, terpeniol, eugenol, methyl eugenol, vanillin, ionone, anisic acid and all other odoriferous organic chemical bodies, by whatever name known, obtained directly or indirectly from volatile oils or from other natural or chemical sources. All the foregoing, provided they are not mixed nor compounded—45 per cent. ad valorem."

"As in the production of other high priced organic chemicals, the item of labor cost enters prominently in our industry, these products are produced only in small quantities, so the quality of the labor employed must be of the highest, therefore more costly. Together with this, it should be understood that to make one pound of our finished products of this class, it usually requires two to three pounds, and frequently upwards to ten pounds of raw materials.

"For tariff purposes, Class C could be worded as follows:

"Volatile (essential) oils distilled in the United States

from ambrette seeds, amyris, angelica, bay leaves, birch, calamus, cardamon, cedar leaf, cedarwood, celery seed, cloves, copaiba, cubeb berries, erigeron, ginger, guaiac wood, hemlock, juniper berries, mustard, nutmegs, oilbanum, orris, parsley, patchouly leaves, pennyroyal, pepper, peppermint, Peru balsam, pimento berries, pine, sandalwood, sassafras, snake root, spearmint, spruce, tyrax, tansy, tolu balsam, vetiver Indian, wintergreen, wormseed, wormwood, all the foregoing, provided they are not mixed nor compounded, 30 per cent. ad valorem."

SIMPLIFYING THE TARIFF CLASSIFICATION.

"To simplify tariff classification of the Act of 1913 we would respectfully suggest that paragraphs 46 and 49 of that Act be combined into one, as these products are not manufactured in the United States and are used chiefly as basic raw materials for the manufacture of soaps, perfumes, cosmetics, drugs, and in many instances act as raw materials for our own industry, and we suggest that it be worded as follows:

"Enfleurage greases and floral essences or floral oils or floral concretes and all natural odoriferous products manufactured from flowers by whatever method, provided they are not mixed nor compounded, nor fortified. Oils distilled and essential, orange and lemon, amber, anise, bergamot, caraway, cassia, geranium, lavender, citronella, lemongrass, neroli or orange flower, otto or rose, rosemary, thyme, ylang ylang, all the foregoing and all other distilled, essential (volatile) oils not specially provided for in paragraph —, provided they are not mixed nor compounded,—per cent. ad valorem; all animal products, such as ambergris, civette, castoreum, musk (in pods), all the foregoing, provided they are not mixed nor compounded,— per cent ad valorem."

"Our industry is naturally interested in proper protection for the industries consuming our products. We are particularly interested in an equitable protection of the raw materials enumerated and referred to above. We are, however, mindful of the possibilities of meeting with unfair competition should any of these products enter our ports mixed or compounded, for a fair and accurate valuation cannot be ascertained on such mixtures, and unless such are classified as perfumes not containing alcohol, their entrance under the classification as raw materials will work as a hardship to our industry, and in our opinion will work an equal or greater hardship on industries consuming our materials.

"We respectfully call your attention to the statement of Dr. Martin H. Ittner, chief chemist of Colgate & Company, manufacturing perfumers, made before your honorable committee on January 8, and in speaking of these compounds Dr. Ittner said regarding these mixtures (see Tariff Information, 1921, No. 3, page 190):

"Not the raw material. I was speaking of the importation of those materials. I will tell you why, because in these lists I did not mean to say raw materials; for instance, the essential oils are substances which are extracted from natural sources, the same as tallow is a substance which is extracted from an animal. There are a great many of those things which are extracts, and which are contained in that list, not by name, but as compounds, but when you take perfume material and then blend them, you might have to add one or two things, or you might have to add a dozen, or it may contain a large number of synthetics, which, in the case of the imports will be placed according to paragraph 46 or 49, and they may be imported under the same rate of duty that the separate constituents have to pay. Now, by permitting that, a man may have his perfumes made abroad and employ French talent, or German or Swiss talent. He can bring those in at the rate of duty that the American manufacturer has to pay on the separate constituents. The identity of these articles is lost when they are mixed.

"No man can analyze them and say exactly what the content is. You can pick out certain constituents, but you can not tell what percentages, and it is impossible to tell their exact value.

"I might examine them and be morally certain that their value is \$20 a pound, but I can not go before a court and

testify that I know that they are worth \$20 a pound and not \$5 a pound. They might be undervalued.'

"In the Tariff Information Survey prepared by the United States Tariff Commission, reference is made to paragraph 49 on pages 81 and 82; mixtures and preparations are discussed and referred to as 'compound semi-finished oils.' On page 82 the statement of the Tariff Commission is as follows:

"Many of these preparations may represent a compounding of a large number of constituents and by a simple addition of alcohol may become marketable as finished perfumes. By importing these semi-manufactured preparations and completing the compounding in this country, there is thus a possible means of evading the higher duties imposed on finished perfumes and toilet waters."

"We would suggest that your honorable committee give these statements your serious consideration, as it affects to a very great extent the future prosperity of our industry, together with the industries actually consuming our products; and furthermore, unless these products pay the same rate of duty as finished perfumes without alcohol, there are grave possibilities of entering semi-finished perfumes in this country, classifying them as raw materials, in which case the Government would collect only a part of the revenue which it is justly entitled to."

"Following we wish to submit a few facts relative to our industry, which facts might tend to show conclusive reasons for its proper protection."

"The American organic chemical industry has been developed by American chemists, and American business men, with the aid of American capital, employing American labor."

"While it is true that some of our products are used in the manufacture of the various toilet preparations, soaps, perfumes, flavoring extracts, non-alcoholic beverages, the industry is equally concerned with the production of the organic chemicals listed in the United States Pharmacopoeia, National Formulary, and others are new and non-official remedies approved by the Council of Pharmacy and Chemistry of the American Medical Association, and during the war the existence of this infant American industry (one of the 'key industries of the Nation'), proved of inestimable value to the country, contributing its quota to the 'national defence.'

"As an illustration of the importance and inter-dependence of many products of our industry, we submit the general uses of benzyl benzoate. This synthetic, aromatic chemical body previous to the war was used solely as a solvent in perfumery, but in 1917 Dr. Mach, of the Johns Hopkins University, found a new use for it, and today it is considered one of the best non-narcotic, anti-spasmodic (replacing opium). During the war benzyl benzoate was adopted by the Air Craft Production Board as the best high boiling solvent for the waterproofing and fireproofing of airplane wings."

"There are a number of such aromatic chemicals, whose uses are varied as above, but this illustration is sufficient to show the relationship existing between this industry and every branch of the aromatic chemical industry."

"Proper regulation controlling the dumping of cheap foreign products on the American market is now necessary. Such dumping has already been started and is encouraged by the low rate of exchange. If foreign competition is allowed to discourage American production of these commodities, it will only be a matter of time when it will be necessary for this industry to close its doors (for the depreciation of the apparatus used in the manufacture of these products is indeed very rapid), and after this has been accomplished they can raise their prices to offset the loss which has occurred during the period when they were dumping their products on the American market, and such would no doubt be a repetition of their former known methods."

"Our only hope in preventing the dumping of Europe's surplus products in this country for the purpose of stifling competition is in the Forney Bill, H. R. 10918, and also the Smoot Bill, just introduced. This will no doubt give us some temporary relief."

"Finally, we call your attention to the fact that the con-

sumers of our products favor the granting of protection for our industry; let us quote from the Tariff Information, 1921 (committee print of the hearings, Part 3, page 188, lines 5 to 23, inclusive), from the interview of the Colgate & Company representative:

"Colgate & Company, as a large consumer of these articles, respectfully requests that reasonable protection be granted to American manufacturers of these articles without regard to whether any one of them is at present being made in this country."

"Before the war American perfumers purchased these substances from Germany and other European countries. The war cut off the supply of most of these articles, and had it not been for the fact that some of the most important of them were supplied by American manufacturers, the perfume industry would have suffered great hardship bordering on calamity."

"From the same committee print No. 3 (page 194), we wish to quote lines 8 to 18 from Mr. Spiehler's testimony:

"Restrictions with which our industry in this country was constantly threatened, including classification as a non-essential with consequent deprivation of all the facilities necessary to continuous operation. Within a recent period, the flower growers of France have been permitted to organize themselves into an association, the effect of which has been to provide the French industry manufacturing finished perfumes with an adequate supply of raw materials at moderate prices, while buyers of such materials for American manufacture have been obliged to content themselves with what was left and with prices substantially higher than those paid by our French competitors."

"With respect to exchange and its differences, we believe that duties should not be based on the European selling price, but on the market price in this country, and if interim legislation could be secured, then differential duty would be acceptable."

"This industry submits this brief to your honorable body for its urgent and serious consideration, and with the belief in your intention of giving it adequate protection, thereby permitting it to live and continue to serve the inter-dependent needs of the nation."

POTASH, SOAP, TALC, GLASS, VEGETABLE AND OLIVE OILS

H. W. Kellogg, of Niagara Falls, representing the National Electrolytic Co., spoke of the retention of the rate on potash. He compared prices now in the United States and in Germany on potash and said that German farmers were getting it at \$20 per ton while here it cost \$100. The American industry, he said, could not produce it for less than \$120 per ton. Owing to the presence of borax and other substances in the American article it was not employed in the chemical industries. He wanted a rate of 1 cent a pound for every \$25 of difference in price between the German and the American product. He claimed that the German potash control was trying to get the Alsatian syndicate to enter a combination to keep up the price to America."

Potash was discussed by others including R. Norris Shreve, representing the Eastern Potash Corporation, who said his concern built a plant near New Brunswick, N. J., at a cost of \$1,750,000 to make potash compounds out of New Jersey green sands. The plant will start in operation next summer and produce about 20,000 tons of potash per year. Its capitalization is less than a German mine producing an equal amount of potash salts. The company will employ 300 men. It is a new industry."

Witness estimated the cost of production of caustic potash by this concern will be \$211.30 per ton. If by-products are developed and there is market for them, the cost may be reduced materially."

George B. McCullough, of Chicago, represented the castile soap trade. He said that the Spanish manufacturers were laying the soap down in New York at 22 to 29 cents a pound, which was far below a living price for the producers here. He thought 8 cents a pound would protect the industry."

Michael Doyle, of New York, discussed the rates on talc, showing samples of the French product that is continually

being shipped into this country in a state of 95 per cent manufactured, leaving almost no work to be applied to the stuff after it is laid down here. The talc soapstone and French chalk industries in the United States were thus being very much discouraged. He asked a direct duty rather than the ad valorem. He advised a rate of half a cent per pound on crude stuff, and half a cent, 1 cent and 2 cents on more advanced grades of the article.

James Morrison, representing the National Bottle Manufacturers' Association of Toledo, Ohio, filed a brief with the committee setting forth certain recommendations for a rearrangement of the glass schedule.

Ralph Barber, of the Vineland Glass Works and the Vineland Scientific Glass Works, representing also the scientific manufacturers of America, urged the elimination of the free clause in the Underwood law.

Importers of vegetable oils, through witnesses from New York and Philadelphia and officials of the Foreign Commerce Association of the Pacific Coast, and from various cities, said their industries had been developed during the war and asserted that the proposed tariff would handicap their growth and might even result in their extinction through retaliation.

Vegetable oil importers have invested approximately \$10,000,000 in Pacific Coast cities to enable proper handling of the vast imports from the Orient, C. R. Brown declared. He said these interests were sending men into the Far East and rapidly developing the field for selling American-made products into which the imported oils were manufactured.

"If the tariff goes in," he said, "it means that articles into which the vegetable oils go will cost the American consumer more, and it means also that there will be a shortage in some of those articles because this country does not produce the necessary supplies. Those people from whom we have been buying in the Far East are going to regard it as a direct thrust at them. They will say that we Americans, who have been cultivating their trade and their friendship are insincere."

H. M. Smith, of Philadelphia, told the committee the use of the imported oils and their development by American manufacturers should be encouraged before Europe again could gain control of the business in the Far East from which the cheapest and best of such supplies come.

Regarding olive oil, Antonio Zucca, representing the Italian Chamber of Commerce of New York, urged that there be no advance of present duties. J. C. Musher, of New York, also spoke on the olive oil industry and asked that the committee maintain present rates of duty. K. W. De la Planga, representing the Olive Oil Importers' Association, also asked that the committee keep the present rates on olive oil in bulk and in small containers. He denied positively that American cottonseed oil was shipped to Europe and processed to be shipped back as olive oil.

G. H. Neidlinger, of the Peerless Tube Co., Bloomfield, N. J., was a witness with reference to the proposal made by William Loeb, Jr., to put a duty of 10 cents a pound on pig tin. Mr. Neidlinger offered some valuable information in opposition, showing that no tin is mined in the United States and that a duty on the imported article would greatly increase the cost of collapsible tubes used in the toilet industry. Ten cents a pound, he said, would mean an advance of 80 cents a gross on tubes of the size of an ordinary shaving cream container.

EMERGENCY TARIFF BILL STRIKES SNAG IN SENATE

The Emergency Tariff Bill weighed down with amendments which, according to Senator Smoot, of Utah, will carry it to defeat, will be reported favorably from the Finance Committee to the Senate January 24.

Democratic members of the Senate, it is understood, are becoming somewhat alarmed over their inability to get in touch with the White House on tariff legislation. The President has refused to give any word of advice on the emergency tariff bill to those who have sought it. It is understood that from 8 to 11 Democratic senators are expected to vote for the bill if it is allowed to go to a final vote. Opponents of the bill fear that the President may

not veto the measure in case it passes the upper house, but will allow it to become law by refusing to act within the 10-day limit if it ever gets that far. The general consensus in Washington, however, among those who are in touch with the situation, is that the emergency tariff bill never will actually become law.

INDUSTRIAL ALCOHOL FOR EXPERIMENTAL PURPOSES

Treasury Decision 3097 has been issued by the Commissioner of Internal Revenue. The effect of the decision is to amend Regulations No. 61 by adding a paragraph governing the conditions under which alcohol for experimental purposes may be authorized. The decision says:

"Article 12, Part I, Regulations No. 61, is hereby amended by adding thereto the following:

"a. Where it is desired solely to engage in the experimental production of industrial alcohol, applicants may obtain permission to do so under such conditions and restrictions as may be imposed by the Commissioner of Internal Revenue and approved by the Secretary."

Treasury Decision 3106 has been issued, making provision for the so-called floating permit as a substitute for Form 1410, the permit to purchase or withdraw alcohol for non-beverage purposes. It is issued as a supplement to Regulations No. 60.

Representative Vane of Pennsylvania has introduced a bill in the House which has been referred to the Committee on the Judiciary "To amend the National Prohibition Act, to prevent the sale for medicinal purposes of all liquor testing at less than ninety proof."

FORMULA FOR NON-BEVERAGE HAIR TONIC, ETC.

John F. Kramer, Prohibition Commissioner, announced that the following optional modifying agents have been approved for use in bay rum, hair tonics, and toilet waters in addition to tartar emetic in proportion of one-fourth grain per fluid ounce, now authorized: Quinine salt or alkaloid, 2 grains per fluid ounce; cinchonidine salt or alkaloid, 2 grains per fluid ounce; salicylic acid, 5 grains per fluid ounce; resorcin, 5 grains per fluid ounce.

ALCOHOL USERS EXPRESS VIEWS.

The views expressed by representatives of various industries using alcohol as an essential raw material in their business, indicate that all of them recognize the necessity for preserving the right to use this material. They also agree that all users must exercise reasonable and legitimate effort to prevent enactment of any state laws which will in any particular impair that right.

It seems to be the opinion of a majority of those interested that the salient provisions of the Ohio Prohibition Law as now in operation affords the necessary safeguards for legitimate industry.

It is also understood that the representatives of the prohibition forces also recognize the importance and the justice of the attitude of the trade at large, and the indications are that they will support the interested trades in their efforts to secure the necessary protection through proper exemptions from burdensome restrictions of prohibitory legislation.

DR. WHITNEY GETS PERKIN MEDAL.

The Perkin medal for 1921 has been awarded by the American Section of the Society of Chemical Industry to Dr. Willis R. Whitney, research director of the General Electric Company, in recognition of his distinguished work in the chemical field. As a member of the Naval Consulting Board during the war, Dr. Whitney perfected a detector for giving warning of the approach of submarines, which was put into practical application. The presentation of the medal to Dr. Whitney was made at the regular meeting of the section in Rumford Hall, Chemists' Club, New York, on January 14.

ROURE-BERTRAND FILS ON THE FLOWER LITIGATION

By JEAN GUICHARD, of Roure-Bertrand Fils, Grasse, France.

Regarding the question of increase in price of the flowers, the firm Roure-Bertrand Fils is one of the three firms which have been attacked. It has felt that out of respect for the Court itself it was not necessary to give any information to the public before the Court had given its opinion.

The Court investigation will prove that this rise has not been produced by means more or less illicit, as some persons would have us believe; it is simply the logical and inevitable result of a temporary and local situation which it is not in anyone's power to alter.

There has been much talk of actions brought against the said firms. To form a just idea of the full bearing of this perverse piece of information, it is indispensable to know that French law allows anyone to bring a legal charge against any person whom he may believe guilty of some breach of the law. By law the Magistrate is obliged to examine into this charge, even if he considers it misplaced,

provided that the complainant brings action as injured party and gives cash security for the law costs incurred, which by the way are not great.

A wrongfully accused person is always entitled to demand reparation for the moral and material injury done him thereby, at the hands of his accuser.

Further, when there has been an indubitable breach of the law it is generally not necessary to have recourse to this means to induce the Courts to act.

In the present case no official action was taken.

These explanations are necessary, to avoid any false construction being put upon the matter. The authors of the campaign against the honorable firms of Grasse alluded to, know perfectly well the defamatory character of their articles and the responsibility they are incurring by their publication, for they take care not to name the firms in question, hoping to injure the latter's reputation without running the risks attached to such actions.

GIVE EUROPE CREDIT; U. S. CRISIS HAS PASSED

Governor Harding, Head of America's National Banking System, Sees Bright Future in Store for Banks and Business

Both long-term credits and investments in European securities are called for by the present situation to supplement ordinary banking activities in effecting the economic and financial rehabilitation of foreign countries, Governor W. P. G. Harding, of the Federal Reserve Board, declared in an address January 17 at the Waldorf-Astoria before Group VIII of the New York State Bankers' Association, which he said was "the most powerful banking group in the world."

Speaking on "working back to normal," Governor Harding asserted that whatever danger of crisis there may have been is passed and that the United States was "happily emerging from a critical period." A bright future is ahead, to be attained through hard and intelligent work, he declared.

Production must continue if the country is to prosper, the Governor said, but surplus production must be disposed of by sale to foreign countries. Under present conditions, he continued, many countries cannot pay for goods in the usual manner, and "it is necessary that we should devise new means of financing our foreign trade."

Continuance of trade with Europe is vital, Governor Harding declared, and the maintenance of "the trade relationships of other countries with Europe" is scarcely less important.

"Otherwise there will be a constant tendency," the Governor explained, "toward the accumulation here of goods, principally raw materials, from those countries which have been in the habit of selling to Europe, but which now, on account of Europe's inability to pay and their own inability to extend credit, are shipping to the United States in order to sell for cash."

Referring to the unsettled exchange situation, he said that "in the present circumstances it would be vain to expect to finance our exports to Europe by means of short time bankers' credits." He continued:

"We should keep this thought clearly in mind—that our problems in working back to normal are not domestic prob-

lems merely, but they are problems connected with the working back to normal of a war-torn world. Europe cannot work back to normal without the help of America, and America cannot become normal unless and until the normalcy of Europe is in some measure restored, and until the restoration has proceeded far enough to justify the conclusion that it will eventually be completed.

"We must buy their goods if we expect them to pay for ours, and pending restoration of the normal productive activities of the world and of Europe particularly, where those activities have been most curtailed, it is necessary that we should devise new means of financing our foreign trade. It is of vital importance to us that our trade with Europe be continued and it is of scarcely less importance that the trade relationships of other countries with Europe be maintained. Otherwise there will be a constant tendency toward the accumulation here of goods—principally raw materials—from those countries which have been in the habit of selling to Europe but which now, on account of Europe's inability to pay and their own inability to extend credit, are shipping to the United States in order to sell for cash.

"Present conditions, I think, justify some conclusions which ought to encourage and hearten us all. Our banking position is sound and stronger than it has been for many months, and the business community, which has been first overexhilarated and then unduly depressed, has recovered its normal state of mind. Public sentiment today undoubtedly approves of working back to normal. *Whatever danger of crisis there may have been has been passed.*

"The gloomy forebodings which many felt a year ago because of the knowledge that readjustments were impending have given way, in the assurance that the most trying and critical stage of the readjustment period is safely over, to a feeling of conservative optimism, renewed courage and restored confidence.

"In such a spirit let us all work together to make the new year one of constructive achievement."

IMPORTANT DECISION REGARDING IMPORTERS' TRADE MARK RIGHTS

The following decision has been handed down by District Judge Julius M. Mayer in the United States District Court, Southern District of New York, affecting the rights of owners of United States trademark registrations against the use of the same trademark upon genuine goods imported by another.

A. Bourjois & Co., Inc., plaintiff, a New York corporation, instituted a suit against Anna Katzel, defendant, for infringement of certain registered trademarks used upon goods imported from France.

The testimony shows that in 1912 the firm of E. Wertheimer & Cie., of France, successors of A. Bourjois & Cie., also of France, had established in the United States a very considerable business in "Java" face powder in boxes, and under labels, substantially the same as those in controversy.

In 1913 the plaintiff corporation was organized and for a consideration, took over the entire good will of the United States business of E. Wertheimer & Cie. and to any and all trademarks and rights relating thereto as well as the sole and exclusive right to manufacture and sell in the United States any and all toilet preparations then, or previously, made by the French concern. This transfer of trademarks included the transfer of the registered trademark "Java," which is the subject of this legal controversy.

The plaintiff has continuously bought the face powder in bulk through the French firm and has then put this powder into boxes carrying the trademark "Java" and has sold them in the United States and has built up a very large and extensive business therein, due to the reputation of the plaintiff and its extensive advertising propaganda.

The defendant has purchased from the same French firm its "Java" face powder and has imported them into this country and has sold them in the original packages carrying the trademark "Java."

The question before the Court, therefore, was whether or not this genuine article of the defendant is an infringement of the trademark rights of the plaintiff for the same identical product, as it is evident that the defendant's trademark is genuine and that no change had been made since it was sold.

The defendant called to her support Section 27 of the Trademark Act of February 20, 1903, which relates to the custom regulation forbidding the non-importation of simulated trademark names, but the Court held that there is nothing in that section which was intended to, or purported to, pass upon the question as to whether any given trademark was valid as a matter of law between contending parties but that the section referred to the exclusion of an article "of imported merchandise which shall copy or simulate the name of any domestic manufacture," and that, therefore, if the article is genuine, it may be imported into this country and cannot be stopped at the door of the Custom House, but that the question of genuineness is one to be determined quite irrespective of Section 27.

The Court points out that the plaintiff had obtained the American market before defendant imported its boxes and that, if these original French boxes carrying this trademark could lawfully be permitted to compete with plaintiff's boxes, plaintiff's business may be destroyed or impaired and the Court further states: "If an American con-

cern buys all of the rights, as in the case at bar, all of a business established here by a foreign concern and then the foreign concern is nevertheless at liberty to compete with the American concern the result will be that the purchase of rights, under such circumstances, will give little or no protection; and the foreign as well as the domestic concern will be seriously injured in the long run, because American capital certainly will not be invested and foreign concerns will find it difficult to sell the rights which they have developed in this country."

The Court therefore held that the plaintiff is entitled to the exclusion of defendant's boxes from this market and the motion for preliminary injunction was granted.

This decision is a most important one, as it is based upon a clear cut case of competition between imported goods covered by a registered trademark and the same goods imported by another under the same trademark.

The final decision in this case, if appealed, is awaited with considerable interest.

SQUARE DEAL FOR FOREIGN TRADE.

Appealing to Congress for increased appropriations for support of the Government Service of Trade Promotion and Trade Information, the National Foreign Trade Council declares that it is wise economy to spend money in proper ways that will promote commerce and thereby increase the Government revenues. The Council shows that 60 per cent of the revenues for 1919 came from successful commercial activities and that our foreign trade produced more than 13 per cent of the total revenues. The Council has sent to each member of the House of Representatives a leaflet, entitled "A Square Deal for Our Foreign Trade," in which it makes a number of interesting statements regarding our international commerce and the extent to which it is promoted by private enterprise, as compared with Government support.

FOR PATENT OFFICE RELIEF.

The New York Merchants' Association has sent the following telegram to the conferees on the bill introduced in the House by Representative Nolan, relating to the Patent Office:

"The Merchants' Association of New York strongly urges that conferees on Nolan Bill H.R. 11,984 support measure as it passed the House. Service of Patent Office badly demoralized present delays and accumulated work being extremely serious and costly to American industry. Senate changes in measure, particularly reduction in the number of employees, would further cripple Patent Office. On behalf large number American houses affected earnestly trust adequate staff will be provided for."

AGAINST COMMERCIAL BRIBERY.

In Congress, after March 4, there will be more than 125 new Representatives and Senators not familiar with anti-bribery legislation. Hence, it has been decided to postpone the meeting announced for February 7-12, to organize the Business Ethics League of America, until late in March or early in April, according to the time the special session of Congress is called. Senator Albert B. Cummins has promised to push his anti-bribery bill in the next session.



Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President Joyce, Attorney Lannen and the other officers of the Flavoring Extract Manufacturers' Association, together with the members of the legislative and other committees of the association, have been active recently in promoting the interests of the industry.

The meeting of the Executive Committee was held at the Pennsylvania Hotel on the 21st and 22nd inst., there being present President Joyce and Messrs. Beers, Beggs, Day, Clawson, Heekin, Talmadge, Bond and Ross. Mr. Beggs, president of the Scientific Research Committee, reported the progress that the committee is making, and a good and complete report may be looked for at the annual convention.

At the meeting on the 22nd, all the Eastern members of the association were invited to be present to hear and discuss a report on the Cost Committee of which Mr. Beers is chairman.

SODA WATER FLAVORS MANUFACTURERS.

C. O. Sethness, of Chicago, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have been active this month in looking out for the interests of the members. Secretary Lannen has collected information about the bills introduced in the various legislatures and other subjects and has transmitted it promptly to the members.

Detection of Coumarine in Vanillin.

According to Geret, as little as 5 per cent of coumarine in vanillin may be detected by the following reaction: To a solution of the substance to be tested, a 1 per cent solution of iodine in a 2 per cent potassium iodide is added. If coumarine be present, the solution becomes turbid, the turbidity developing into lustrous bluish-black crystals, which are a combination of iodine, potassium iodide and coumarine.

Extracts and Hair Tonics in Colorado.

Large quantities of flavoring extracts and French hair tonics are being used for beverage purposes in Colorado, according to reports reaching Frank J. Medina, federal prohibition director of Colorado, who recently asserted that the government is virtually powerless to prohibit their sale and use. "It's a hard matter to prove that manufacturers of these alcoholic liquids are violating the law, because we are unable to obtain data that these concerns are making the preparations expressly for beverage purposes," he said.

Peppermint Oil in Italy.

La Parfumerie Moderne gives an account of a recent visit to the Vigone and Pancalieri districts of Italy. The annual yield of peppermint leaves is about eleven million kilograms per annum, from which about 25,000 kilograms of oil are distilled. This industry has developed through the far-seeing action of Honore Carles, a French distiller, who imported a number of Mitcham plants from England,

which he distributed amongst the local growers. The plants flourished exceedingly well and the essential oil distilled therefrom, which is known as Piedmontese or Italo-Mitcham peppermint oil, is now recognized as one of the finest peppermint oils the world produces. The yield of oil is about 0.25 per cent. The industry is in a very flourishing condition.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

FEDERAL.

Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 7,701 to 8,100 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the only ones of interest to our readers were the following: 7,850. Adulteration and misbranding of oil of sweet birch, U. S. * * * v. 19 Pounds of a Product Purporting to be Oil of Sweet Birch. Default decree of condemnation and forfeiture. Product ordered sold. Analysis showed that it contained synthetic methyl salicylate.

8,086. Adulteration and misbranding of oil of sassafras, U. S. * * * v. 1. Package Containing 60 Pounds of a Product Purporting to be Oil of Sassafras. Default decree of condemnation, forfeiture, and sale. Analysis showed that it consisted largely of imitation oil of sassafras obtained from camphor oil, with a small amount of natural oil of sassafras.

Two samples of saccharine were condemned.

Eight seizures of olive oil were condemned. Fines aggregating \$1,865 were imposed in 34 cases, two being for \$200 each, one for \$150, another for \$125, one for \$100 and the remainder running down from \$90 to \$10. There were nine \$25 offenders.

Insecticide Makers Elect Officers.

The Insecticide and Disinfectant Manufacturers' Association held its annual convention Dec. 19, at the Murray Hill Hotel. Officers were elected for the coming year as follows: President, H. W. Cole; first vice-president, G. C. Froelich; second vice-president, Mr. Chipman; secretary, C. C. Baird; treasurer, Harry J. Schnell; members of the board of governors; M. M. Marcuse, P. J. Walsh, W. E. Jordan.

Exports of Flavoring Extracts.

In the ten months ending October flavoring extracts worth \$1,165,638 were exported, an increase of \$29,000.

November's flavoring extract exports from the port of New York, reached the sum of \$83,245, a gain of \$6,000 over the previous month.

Imports of Vanilla Beans.

Vanilla beans to the amount of 1,127,065 pounds were imported into the United States in the ten months ending with October. This was an increase of 55,000 pounds over the corresponding previous period.



Mr. William H. Green, New York representative for Tin Decorating Co., Baltimore, Md., Alderman-Fairchild Co., Rochester, N. Y., and Addison Lithographing Co., Rochester, N. Y., is making a rapid recovery from an operation performed at the Hahnemann Hospital, New York, on January 4.

The church building, illustrated herewith, was occupied for many years by a Baptist congregation, Springfield,



GEORGE M. RODGERS' FACTORY

and hand and power machines for crimping collapsible tubes.

Mr. Robert W. Smith, vice-president of J. W. Lyon & Co., Inc., 35 Fulton Street, New York, dealers and importers of essential oils and synthetics, returned January 20 on the *Dante Alighieri* from a three months' visit to Italy, France and Spain.

Mr. S. G. Beckley, a partner in the well-known London firm of E. Guillevic & Co., arrived on the *Imperator* January 18 for a three weeks' business visit to New York. This firm represents in England Hugues Aine, Grasse, France, and M. Naef & Co., Geneva, Switzerland.

Mr. and Mrs. Carl Schaezter returned from the other side on the *Rotterdam*, January 19, after a stormy trip. Mr. Schaezter has been in France and Switzerland and brought with him a nephew, Mr. Walter Schwarz of Zurich, who is studying business and manufacturing methods in this industry. Mr. Carl Schaezter is president of Morana, Incorporated, of New York.

Ohio, and is now occupied by Mr. George G. Rodgers, manufacturer of machinery used by toilet preparation manufacturers. Mr. Rodgers established himself in 1891 as a maker of special machinery and in 1911 he started the manufacture of clips for collapsible tubes, and this department has grown to large proportions. His line includes apparatus for filling face powder boxes, cream jars, etc.,

Mr. Justin Dupont, head of the firm that bears his name at Argenteuil, France, manufacturer of synthetics, arrived in New York January 16 on the *France* and expects to be here a month or so.

He was accompanied by Mr. Jean Guichard, son of the managing director of Roure-Bertrand Fils, Grasse, France.

Mr. Guichard is on his honeymoon and with Mme. Guichard, who as well as her husband is an excellent linguist and speaks English fluently, is visiting all the local points of interest and expects to accompany her husband on short sight-seeing trips before returning to France.

Mr. Guichard has contributed an article on page 409



JEAN GUICHARD



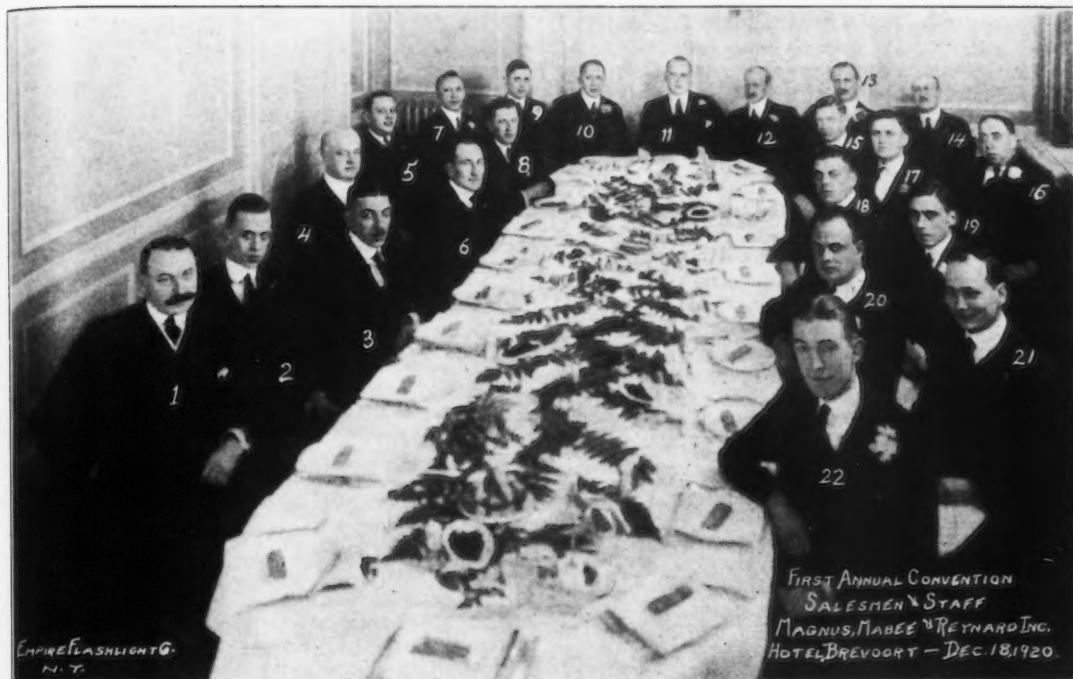
JUSTIN DUPONT

in this issue regarding the litigation over the high price of flowers in Grasse last year, and this is the first word that has come from his firm on the subject. It should therefore be read with particular interest.

We are glad to learn from him that Mr. Jean Amic, partner in the firm, has been re-elected to the French Senate from the department of Alpes Maritimes.

Mr. Francois de S. Coty, the well known French perfumer, who is a native of the Island of Corsica, was a candidate there recently for the French Senate. Although he made a strenuous campaign, his opponent received the majority of the votes.

Mr. A. Alexandre, manager of the perfume material department of the Belgian Trading Company, Inc., 44 Whitehall street, New York, returned on the *Lorraine* January 4 from a two months' visit to France. The firm represents Nadal, Desparmet & Cie., Nanterre, France, manufacturers of a complete line of synthetics. Mr. Alexandre reports that business is opening up well for the new year, and he will have an announcement to make soon regarding a new line of floral raw materials.



1, FRED RAUCH; 2, EDGAR PETERSON; 3, W. F. FISCHER; 4, W. T. GRAY, CHICAGO OFFICE; 5, R. B. MAGNUS; 6, K. D. TUCKER; 7, CHAS. KOLLMAR; 8, C. V. MCGINITY; 9, JOS. B. MAGNUS; 10, A. B. FOSTER; 11, P. C. MAGNUS; 12, EDGAR A. LESSELS; 13, DR. F. W. BROWN; 14, E. B. HOUGHTON; 15, C. H. COOPER, CHICAGO OFFICE; 16, M. C. MORRIS; 17, JOHN G. STEIGELMAIER; 18, HENRY J. BECKER; 19, C. R. SCHUESLER, CHICAGO OFFICE; 20, LOUGHTON T. SMITH; 21, HENRY J. POLLINGER; 22, GEORGE H. MCGLYNN.

The first annual convention of the salesmen and staff of Magnus, Mabée & Reynard, Inc., 257 Pearl street, New York, manufacturers and importers of essential oils, aromatic chemicals and fine drugs, was held Dec. 15-18. The convention included business meetings and discussions relative to the interests of the firm, in which all those present have been vitally interested. The two informal luncheons and the banquet, at the Hotel Brevoort, afforded opportunity for social intermingling and a closer intimacy of acquaintance.

During the banquet the speeches given by various members of the staff all sounded the keynote of the development of a closer co-operation in their efforts toward the continued success of the firm. P. C. Magnus, president, in his address voiced the assurance that everyone in the concern was banded with every other one for one common purpose. To accomplish that purpose each member of the staff should know the others not only in a business way, but it was to their mutual advantage to mingle in a social way as well. He further emphasized the fact that they were essentially a part of the business and as the business progresses and prospers, they can feel assured that to a large degree the success will be due to their efforts. Mr. Magnus expressed appreciation for the many helpful suggestions which the various men had offered from time to time, and that monthly meetings of the executives of the various departments would be held for the purpose of talking over business problems.

It is interesting in connection with this affair to note that this marks a quarter century in the history of this concern. The business was started by P. C. Magnus, Sr., and Monroe Lauer who formed the partnership of Magnus &

Lauer, which took over the old firm of the Frank Hill Co. After the death of Mr. Monroe Lauer, Magnus & Lauer was combined with the National Essential Oils Distilling Co. of Chester, Conn., under the present style of name, Magnus, Mabée & Reynard, Inc.

In 1911 Mr. P. C. Magnus, Sr., assumed entire control of the business, taking in Mr. P. C. Magnus, Jr., as an officer of the corporation. Mr. Magnus, Sr., president of the corporation, passed away Nov. 16, 1916, after a few hours' illness.

Mr. P. C. Magnus, Jr., and Mr. Joseph B. Magnus have since that time been conducting the business, and by employing progressive methods and through the close co-operation of their entire staff the three brothers have advanced the interests of the firm, and are looking to a vastly increased business during the coming years.

Antoine Chiris Co., of New York, who have had a representative on the Pacific Coast for some time, have established a branch office at 216 Pine street, San Francisco, for the better distribution of its line of essential oils and synthetic aromatic chemicals. This new branch will care for business in the Pacific Coast territory and is in charge of F. R. Chamberlain, who has been connected with the New York office for about thirteen years.

Frank West, of J. L. Hopkins & Co., importing drug merchants of New York, has returned from his wedding trip. Mr. West was married November 23 to Miss Mona B. Kene, the daughter of Dr. and Mrs. J. A. Kene of Brooklyn.

The trade mark FLORESCENCE has been registered by Ungerer & Co., New York, at the Patent Office, the certificate having been issued recently. Ungerer & Co. have used this trade mark since 1900 for flower-extraction products useful for imparting scent to toilet preparations. The application was filed September 25, 1919, and published in the *Official Gazette* September 14, 1920, Serial No. 123,145.

"The Beauty Mart," an exposition of great importance to the perfumery trade, whose advertisement appears on page 78 of this issue, will be held at the Coliseum, Chicago, from February 28 to March 6, inclusive. It will be the first national exposition of beauty products, perfumes, sachets, toilet waters, soaps, face and talcum powders, cold creams, soaps and many other features included in the trade in which perfumes, oils and basic odors are important items.

"The Beauty Mart" will give the manufacturer of perfumes, oils, and so on, an opportunity to get in touch with consumers and prospective customers, for features of great interest have been planned to attract every branch of the trade, from the person who manufactures her own preparations in a modest beginning to the trade with huge output yearly, in all of which the perfumer's art is involved.

A large attendance of buyers, jobbers, wholesalers, merchants and the general public is confidently expected. For the former, daily talks by experts on merchandising, selling, window display, etc., will be given and a round table provided at which the trade generally may sit in and thresh out their problems with one another.

The exposition will be educative as well as entertaining to the public. They will be familiarized with the various products and taught the value of them in connection with their personal improvement. Famous beauties of the stage and screen, beauty experts of acknowledged reputation, artists and sculptors will preach the beauty doctrine, the most absorbing topic on earth.

The opening feature of the Beauty Mart will be a pageant of beauty types from early history to the modern-day maid, showing the wiles and cosmetic arts used, and will be presented by Chicago's most beautiful young women under the direction of a prominent society woman, the proceeds to be given to a Chicago charity.

Beauty contests of wide interest have been planned. A prize award will be made to the most beautiful girl or woman attending the show. Another will go to the girl with the most beautiful hair; also prizes for the girl with the most beautiful complexion, eyes, hands, teeth, foot and ankle. The judges in each case will be beauty experts, artists and sculptors.

A perfectly equipped beauty parlor registering the most up-to-date equipment will be shown. Also, a luxurious bathroom and boudoir with all the necessities for the dainty, well-groomed woman. An ideal barber shop will be one of many features planned to inveigle the interest of the male element in shampoo lotions, shaving lotions, shaving sticks, razors, razor strops, powders and hair tonics.

The Trade Exhibits Corporation, which is sponsoring the show, is making every effort to make the Beauty Mart a most interesting and attractive exhibition.

George Lueders & Co., who recently moved to 427 Washington street, New York City, announce that their new telephone number has been changed to Canal 1,200, 1,201, 1,202 and 1,203. Mail address is Post Office Box 50, Station V, New York City.

Mr. R. H. Lingott, manager of the Chicago branch of Antoine Chiris Co., New York, was a recent visitor to the city.

Mr. E. M. Cramer, Western representative for Peek & Velsor, 9 Gold street, New York, was in the city recently, visiting the firm's headquarters and absorbed new inspiration.

Sydney Ross Co., Inc., pharmaceutical products, has changed his address to 120 Astor street, Newark, N. J.

William Buedingen & Son, paper box manufacturers, New York and Rochester, N. Y., have taken full possession of their new plant, 1490 to 1518 Clinton avenue north, Rochester, where they are better equipped than ever before to handle their rapidly growing business.

Shalita Brothers, of New York, who have been manufacturing cans since 1898, have merged with the Metal Package Corporation of New York, which recently has taken over several other large concerns. M. Shalita and P. Shalita will look after the manufacturing end of the Shalita plant, as in the past. S. L. Buschman, vice-president and general manager, will continue with the concern. J. E. Smucker, vice-president, who has been with the Metal Package Corp. since 1909, will continue to be in charge of the sales of all decorated packages. An entire floor at 509 Fifth avenue is used by the Metal Package Corp. for the executive offices and sales rooms.

Houchin-Aiken Company, Inc., designers and manufacturers of soap machinery, 115-121 Fifty-third street, Brooklyn, N. Y., will move their entire plant to Paterson, N. J. Their freight address will be Van Winkel avenue and Sixth street, North Paterson, N. J. Their postoffice address will be Hawthorne, N. J. A part of their plant has been moved and they expect to have their entire equipment placed by spring.

They were compelled to seek new and more commodious quarters because of the increase both in their domestic and export business. Their new buildings afford them about three times the amount of space in their present location. The headquarters will remain in Brooklyn for the present.

Simon Mendelsohn, research chemist for the Century Products Corporation of Chicago, became the proud father of a four-pound daughter December 22, 1920. Mother and baby are O. K.

Ricksecker Perfumers, New York, announce that no change will be made for 1921 in their traveling organization, which consists of fourteen men and thirty-two demonstrations distributed throughout the country. Mr. E. M. Lopez has been appointed assistant sales manager. Mr. S. A. Foot, sales manager, is now making a special visit to their demonstrations in Kansas City, Dallas, Fort Worth, Waco, San Antonio, Houston, New Orleans, Birmingham, Atlanta, Norfolk and Washington, D. C. He is due to return to his desk about March 1.

Georgia Soap Co., Locust Grove, Ga., has installed equipment in a building recently purchased and has begun the manufacture of soap.

Charles A. Tome, sales manager for the Boad Mfg. Co., Wilmington, Del., has made arrangements for the company to be represented in Chicago and adjacent territory by Spalding Bros., 20 East Jackson street, Chicago. Spalding Bros. will be prepared to furnish quotations, etc., regarding the Bond Company's various lines of collapsible tubes. Their telephone is Wash 5212.

The Daptic Co., manufacturing chemists, have announced the removal of their offices and laboratory from 11 North 20th street, to 2208 Walnut street, Philadelphia, Pa.

Mr. Benjamin Duer has recently taken charge of the Art Department for the Stanley Manufacturing Co., Dayton, Ohio. Mr. Duer is a graduate of the National Academy of Design of New York. He was for several years connected with Tiffany & Co. in their art department, and later with Black, Starr & Frost. The result of Mr. Duer's work with the Stanley Co. has already been very gratifying, inasmuch as much favorable comment has been received regarding the high quality of the work which he has performed, in improving the quality of the



BENJAMIN DUER

drawings and designs produced by his department.

Rockhill & Victor report that their second annual Christmas party given December 24, 1920, to their employees at the firm's commodious offices, 180 North Market street, Chicago, Ill., was extremely successful. After a delightful dinner, Christmas presents were distributed to all employees, and the tables were moved preparatory to dancing.

The Chicago branch has grown from a staff of fourteen to twenty-one under the direction of Mr. Frank Z. Woods as manager.

An interesting feature of the party was the presentation of a very beautiful after dinner coffee set of sterling silver to Mrs. F. Z. Woods in token of their appreciation. It was gratefully received by Mrs. Woods.

The Owens Bottle Co. has recently issued a small folder entitled "The Haugen Bill—Fight It," which says in part:

"The Haugen Bill (H. R. 10311), sponsored by the Bureau of Chemistry of the Department of Agriculture, is an unwarranted and unfair attack upon every glass container manufacturer and user in the country. Wire or write your United States Senators. This bill, if passed by the Senate, will:

"First: Render valueless hundreds of thousands of dollars' worth of molds in glass factories throughout the country.

"Second: Destroy millions of dollars' worth of property and good will built up by those enterprising packers and bottlers who have chosen for their products distinctive glass containers in which their own individuality is expressed. Many bottles or glass containers, the shape or style of which would come under the prohibition of this act, pos-

sess valuable utilitarian qualities apparently not recognized by the authors of the bill.

"Third: Drive out of business the small glass manufacturers who make hand blown ware, which will result in untold hardship to skilled bottle blowers and hand workers.

"The worst feature about the bill is that there is no type of bottle entirely immune from its operation, except perhaps a round bottle, because the decision as to what kind of bottle will deceive is left entirely to the discretion of inspectors, whose judgment will undoubtedly vary. This places unwarranted power easy of abuse in the hands of administrative officials."

The Dragon Paper Mfg. Co. will move on February 1 to the new building in Long Island City at 485-506 Van Alst avenue. The engraving shows the building as it will appear when fully completed. It will be the largest establishment devoted entirely to the manufacture of wax papers, wax



NEW PLANT OF THE DRAGON PAPER MFG. CO.

paper products and envelopes, glassine paper boxes and envelopes, etc. The company also does a large business in printed and embossed specialties, such as labels and seals in gold and colors. The company maintains its own art and die cutting departments, and makes a specialty of submitting designs to prospective customers.

Among the new equipment is a two-color press handling sheets 36 x 48 inches for box wraps, with a printing capacity of 100 reams a day. In all, the new plant will have triple the capacity of the old one, which has been at 102 Prince street, New York, for several years.

The business was established originally in 1868 by Mr. Samuel Bleyer, father of Mr. M. Bleyer, president of the company, whose son, Mr. G. S. Bleyer, is treasurer and general manager. The present corporation was formed in 1915.

Milton Stern severed his connection with Antoine Chiris Co., New York City, on November 30. He was in charge of the purchasing department. His successor is J. H. Montgomery.

Mr. John Buslee, for thirteen years salesman for the National Aniline & Chemical Co. from Chicago to the Coast, has joined Mr. John H. Neumann in forming the corporation of Neumann-Buslee & Co., 321 North Sheldon street, Chicago. This corporation succeeds the Ionic Special Products Co. at the same address, which was established by Mr. Neumann last year.

Mr. Neumann also was formerly connected with the National Aniline & Chemical Co. as manager of the special products department in Chicago.

The training of both of these gentlemen in essential oils and allied products makes them well qualified to develop their business among users of these articles in the Mid-West and West.

New Year's calendars and holiday greetings are numerous and of great variety this year. The personal greetings from all over the world have in them expressions of optimism for the year 1921.

From Descollonges Freres, Lyons, France, come heartiest greetings and sincere best wishes for the new year.

Holiday greetings and best wishes for the new year have been received from Bruno Court, Grasse, France; Mr. Fernand Javal, Paris; Mr. Alfred Desire Cillard, Paris; Mr. Pierre Vinay, Rive-de-Gier; Pierre Dhumez & Cie., Grasse, France; Mr. P. Plumereau, Paris; Tomharel Freres, Grasse, France; Mr. Joseph Merle, Bernard-Escoffier Fils, and Mr. G. Laffite, Grasse, France. Mr. Auguste Hughes, Grasse, also sent cards of well wishes and Mr. C. Nasparet conveys personal good wishes.

From N. V. Polak & Schwarz's Essenciefabrieken, Zaandam, Holland, come friendly greetings and best wishes.

M. Naef & Cie., Geneve, Switzerland, sends us seasonal greetings.

Bachia y Co. Sucs, Mexico, extend us greetings and very cordial wishes for a very prosperous year.

Canada is represented by The Royal Crown Soaps, Ltd., Winnipeg, and by C. A. McLarty, Toronto.

From Chicago John Bloki & Son, Inc., wishes us a "Happy New Year"; Mr. Dudley F. Lum sends us greetings and The Industrial Research Laboratories wish us happiness and prosperity.

Among others that extend us the season's compliments are included The United Laboratories, Boone, Iowa; F. N. Burt Company, Ltd., Buffalo, N. Y.; Essential Oil Specialties Co., Inc., Philadelphia; Wolf Advertising Agency, Philadelphia; Charles A. Wagner Co., Inc., manufacturers, exporters and importers of chemicals, etc., Philadelphia.

The Henderson Lithographing Co., Cincinnati, O., and William Miller Booth, Syracuse, N. Y.; Whitehead & Hoag Co., Newark, N. J.; Associated Artists, Philadelphia, Pa.; J. E. Linde Paper Co., New York; Mock & Blum, New York, extend best wishes.

The assortment of wall calendars includes a number of very beautiful ones. Rockhill & Victor, Chicago, have one which is made most attractive with a beautiful reproduction of Arthur's painting, "Minnehaha." Emerald Toilet Co., Minneapolis, Minn., have ornamented their calendar with the reproduction of C. Warde Travers' painting, "Virginia," below which is an appropriate quatrain. The Foxon Company in Providence have used the illustration called "Love's Young Dream," which is placed in an appropriate design frame. The Osborne Co., Newark, N. J., sent us their beautiful calendar having an interpretation of Frank H. Desch's painting, "The Magic Window." Gomez & Sloan, Inc., New York, send us their dainty little calendar with "A Sentinel of the Sea" as its decoration. Delphi Products, New York, brighten their calendar with a pretty illustration, "My Old Kentucky Home."

Among the other useful and ornamental wall calendars received are those from Romola Parfumerie, Calcutta and Chicago; George V. Gross & Co., New York; W. J. Bush & Co., New York; Whittaker, Clark & Daniels, Inc.; Franklin Printing Co., Philadelphia. Other New York firms who sent us calendars are George Lueders & Co.; Ernest Klein & Bros.; Jos. B. Friedlander's Son, Inc.;

Isaac Goldman Company; Barney-Ahlers; Mr. L. L. Strauss and Dr. and Mrs. E. G. Thomssen.

Rockhill & Victor, Chicago, also sends us a handsome desk calendar in the form of a memo container. Fritzsche Brothers, New York, issues a neat little blotter calendar.

Morana, Incorporated, send us an exquisite folder. We also have received other artistic cards and booklets, among which are those from Julian W. Lyon & Co., New York; The Seydel Mfg. Co., Jersey City, N. J.; H. C. Goodwin, Inc.; Northam Warren Corporation; Justin Dupont, Inc.; A. D. Smack Co.; George Silver, vice-president Roure-Bertrand Fils, Inc.; Charles F. Noyes Company; Mr. R. G. Callmeyer and C. R. Seydlitz, of Delphi Products, Inc.; Mr. R. Osgood Wells, Mr. George Frank Taylor, Jr., Harris, Forbes & Co.; Mr. Raymond A. Miller, of The Grolier Craft Press, Inc.; Wm. H. Green, Addison Lithographing Co.; The Western Union Telegraph Co.

The Tin Decorating Co. sends us a unique "thrill card" in the form of a metal savings bank.

Other fine cards came from Pierre Lemoine Cie., Inc., DeLorme-Holman Company, Chicago; A. H. Wirz, Inc., Chester, Pa.; Raisbeck Electrotpe Co., New York; Bond Manufacturing Corporation, Wilmington, Del.; A. L. Van Ameringen; F. W. Heine and C. A. Heine, Compaignie Duval, New York; Peerless Tube Co., Bloomfield, N. J.

Friendly seasonal greetings have been received from Mr. John Blocki; Mr. John T. Hoyle, Carnegie Institute of Technology, Pittsburgh; Mr. George Frank Lord, Holly Oak, Del.; Dr. C. P. Wimmer, Mr. R. Lingott, Mr. Emil B. Schwab, Mr. Max Isermann, Mr. Thomas Launen, Mr. Charles E. Drew, Mr. Eugene J. Alexandre, Mr. Frank N. Langlois, Mr. Oscar B. Spiehler, Mr. Andrew B. Fargo, Mr. A. G. Spilker, Mr. R. W. McLarty, Mr. C. E. E. Whiteley, Mr. E. M. Lanning, Mr. H. Bartold, Mr. R. M. Krause, Messrs. Booth & Booth.

Happy thoughts and kindly sentiments are expressed in the cards from Mr. and Mrs. Lynne Murray Lamm; Mr. Russell Whitcomb, Mr. and Mrs. Walter Mueller, Mr. and Mrs. Robert Walton Smith, Mr. and Mrs. Charles A. Rindell, Mr. and Mrs. Frederick W. Stechmann, Jr., Mr. and Mrs. Fred M. Simon, Mr. and Mrs. T. Walter Carman, Mr. and Mrs. George L. Ringel, Dr. and Mrs. E. G. Thomssen, Mr. and Mrs. Frederick Schang, Mr. and Mrs. A. Herman Wirz, Mr. and Mrs. Myer Hewson Stanley, Sara Jane Stanley, Elma Stanley, Mr. and Mrs. Frank L. Beggs, Mr. and Mrs. Frederick Christ, Mr. and Mrs. W. H. Loveland, Mr. and Mrs. William S. Addison, Mr. and Mrs. F. K. Woodworth, Mr. and Mrs. Adolph Martin Spiehler, Dr. and Mrs. S. Metz Miller, Mr. and Mrs. B. J. Caruso and son, Dr. and Mrs. Frederick A. Marsek, Mr. and Mrs. William Orem, Mr. and Mrs. Nathan Myer Stanley, Mr. and Mrs. E. Hoffman, Mr. and Mrs. Alfred E. Bruns, Dr. and Mrs. H. C. Podall and Harry, Jr., Mr. and Mrs. Frederick Ungerer.

Friendly notes and letters extending us Christmas and New Year's greetings were received from R. H. Bond, Flavoring Extract Manufacturers' Association; Sid Klein, Kentucky Distilleries & Warehouse Co.; Morgan, Tuttle and Jennings; H. John May; Dr. Edgar S. Barney, and Hygienic Tube Co.

Arthur A. Lehmann has joined the staff of S. Wander & Sons' Chemical Co., Ltd., New York, where he has full charge of their chemical, dyewoods, oils and acid departments. Mr. Lehmann was formerly connected with Katzenbach & Bullock, of New York City.

We are informed by Mr. William G. Sonneman, formerly with Frederick Stearns & Co., of Detroit, that he is now connected with the perfume and toilet goods department of the United Drug Co., Boston.

The accompanying cut shows the new three-story concrete building just being completed by Karl Kiefer Machine Company, of Cincinnati. This new factory is directly across the street from their present factory and

trifugal pumps for all purposes, bottle washers, and sterilizers, spray conveyors, drying conveyors, conveying equipment of all kinds, and added to this is their engineering department which plans and installs complete bottling outfits.

Beginning February 1, Adolph Klar production will enter into a new era of efficiency. With the greatly enlarged facilities of a new seven-story building at 5 East 19th street, and the additional machinery of the latest type installed therein, the Klar toilet preparations, "Hold Tight" hair nets and hair wavers will be made under the most favorable conditions. The Klar productions, so well known heretofore, will be further enhanced by the ultra-modern methods of manufacture, which will be in force at the new Klar building. These advantages will benefit not only the Klar trade-marked merchandise, but they will also open new fields in the way of bulk production of cosmetics, hair nets and hair wavers.

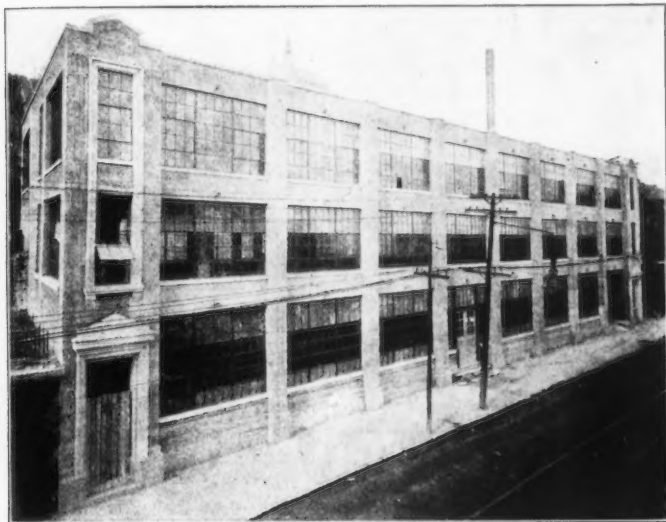
V. Vivandou, Inc., New York, in its annual report for the year ended August 31, just issued, shows net earnings, after all charges and provision for taxes, of \$696,416, equal to \$2.32 a share on the 300,000 shares of no par value capital stock outstanding. The corporation began business in 1919. Gross business during the year amounted to \$6,446,785. President Vivandou says that business would have been much greater if the company had not suffered through causes beyond its control. The lack of space and shortage of labor as well as the blizzard which occurred last February, followed by the numerous transportation strikes and difficulties curtailed to a great extent the receipt of raw materials and shipments of finished goods.

Mr. F. N. Langlois, perfumer with the United Drug Co., Boston, January 8 lost his only child, John Frederick, age eighteen months, after a very brief illness.

Address of the Arthur Colton Co., manufacturers of pharmaceutical machinery and laboratory supplies, has been changed to 2604 East Jefferson avenue, Detroit, Mich.

Uncle Sam is getting after the Christmas bonuses! A notice just sent out by the income tax bureau says that bonuses, shares of profits in a business and other items of compensation for services must be included in the tax return. Apparently the employers cannot deduct the bonus from their returns and the employees must include it in their tax report, so Uncle Sam can get at it twice.

Attention is called to the initial announcement on page 93 of the Globe Collapsible Tube Corporation, 401-405 Jefferson street, Hoboken, N. J. Their factory is equipped with modern machinery and they are prepared to make collapsible tubes of pure tin and lead for all purposes and in all diameters, plain or decorated, or of any particular design. Mr. S. Morganstern is in direct charge of the plant.



NEW BUILDING OF THE KARL KIEFER MACHINE CO., CINCINNATI, O.

offices, and will be used as an additional factory space—the offices and the present force remaining in the old building. The tremendous increase in the demand for the equipment manufactured by the Karl Kiefer Machine Company has made it necessary to provide sufficient additional space to more than double their present output.

The new factory is, of course, modern throughout, and strictly up-to-date in every particular. The complete line of vacuum filling machines of all sizes now being produced by this company in conjunction with their other large line of filling equipment, will make it necessary for them to use this new factory almost entirely for filling machines.

It is pleasing to note the continued growth of business of this kind and there are assurances of a still greater measure of success for the company. The president, Mr. Karl Kiefer, who is the inventor and designer of their line of machinery, is certainly entitled to all the success that company has gained.

In addition to their line of filling machines, as is generally known, the Karl Kiefer Machine Company also manufactures a very large line of rotary and cen-

Mr. James Guthrie Shaw, senior partner of the importing house of Thurston & Braidich, New York, died following an operation December 29, at his home, 29 Montgomery place, Brooklyn. He was in his sixty-second year.

Mr. Shaw was the youngest son of Sarah Story and Ephraim Shaw, and was born in Brooklyn. He entered the employ of T. B. Merrick & Co. as office boy, and advanced steadily through devotion to duties and marked ability. When this firm was succeeded by Thurston & Braidich, Mr. Shaw continued with the new house. In all, he served forty-nine years with the two concerns.

When Mr. Thurston died in 1890, he became junior partner, and when Mr. Braidich died in 1902 became senior partner. Everywhere in the trade he was universally liked both by competitors and customers. Until his death Mr. Shaw remained in active direction of the firm's diverse affairs.

Surviving him are Edith Young Shaw; a son, Guthrie Shaw; two daughters, Mrs. Erskine Clark Paris, of Hudson Falls, N. Y., and Mrs. Albert Merritt Billings, of New York and Santa Barbara, Cal. and two sisters, Mrs. Leonard C. Bond and Miss Ada E. Shaw.

Funeral services were held privately from his late home on January 1. Interment took place at Greenwich, Conn., where Mr. Shaw spent the summer for many years.

Mr. Shaw was active in club and society circles. Besides being a member of Sagamore Lodge, F. and A. M., New York City, he was a thirty-second degree Mason, Scottish Rite. His club affiliations were the Lambs, Bankers and Lunch of New York, Montauk and Heights Casino of Brooklyn, Town of Lakewood, N. J., and the Greenwich Casino Association of Greenwich, Conn. He was a trustee of the City Savings Bank of Brooklyn, a member of the Chamber of Commerce of the United States, the Merchants' Association of New York and of the National Association of Manufacturers.

Charles V. Sparhawk, Inc., New York, have opened a Canadian office at 58 Saint Xavier St., Montreal, Canada, with F. J. H. Osborne in charge.

On page 52 of this issue is the announcement of Mr. Richard M. Krause, New York, of the removal of his New York plant to the enlarged factory at 440 129th Street, Richmond Hill, L. I., and the establishment of the sales office in the Bush Terminal Sales Building, 130 West 42nd Street, New York. This new move on the part of Mr. Krause, will enable him to consolidate the Eastern manufacturing plants under one roof, and the enlargement of the building that he has occupied for some time in Richmond Hill will give more than double the previous facilities. Mr. Krause expects to spend a large part of his time at the plant in order to continue his policy of giving personal supervision to the various processes of making the quality of seals he has specialized in.

At the sales office will be Mr. E. H. Debes, a gentleman of fifteen years' training in advertising and selling, in both mail order and general lines. He joined Mr. Krause a few months ago and has already made his presence felt in the organization.

Mr. Krause looks forward to 1921 business with sustained optimism, for he has always been an optimist and the progress he has made has well justified this feeling.

The advertisement of Charles V. Sparhawk, Inc., New York, on page 23 of this issue is of special pictorial interest because of the fact that the engraving was made from a photograph of a Sparhawk wormseed oil distilling plant in Carroll County, Md. It is a novel circumstance that in distilling wormseed oil, the still is placed about three-fourths under ground, thus facilitating the loading of the stills. Another new engraving of the Sparhawk series appears on page 47, introducing a new product in the line.

With this issue fifteen firms new to our advertising pages make their initial announcements. This is the largest number of new advertisers that we have welcomed for some time, but all indications point to the continued addition of new firms. From time to time we shall take pleasure in publishing interesting Trade Notes about these firms, but for the present we bespeak the especial attention of our readers to these new announcements, as well as of course to those of our older friends. The new firms and page numbers are as follows:

Wm. H. Conant Co. (96); Congress Paper Box Co. (96); J. H. Day Co. (96); Louis De Jonge & Co. (42); Dennison Mfg. Co. (insert); Fabrique de Produits Chimiques Alpina (109); Federal Drug & Chemical Co. (99); Globe Collapsible Tube Corp. (93); Majestic Machine & Tool Co., Inc. (95); Owens & Traeger (95); W. C. Ritchie & Co. (105); Stanwix Products Corp. (79); Union Paper Co. (113); Waterbury Paper Box Co., Inc. (53); Wood-Ridge Stearate Co. (92).

Mr. Frank R. Steele, nephew of Mr. Warren E. Burns, vice-president of Morana, Inc., New York, has joined the staff of Morana, Inc., at the home office. He returned recently from Grasse, France, where he had spent several months with his mother.

John Uri Lloyd, founder of the Lloyd Chemical Co., is seriously ill with pneumonia at his home in Cincinnati.

Sir Henry Lever, of Lever Bros., manufacturers of soaps, oils, etc., England, was a recent visitor to America.

The affairs of Bennett & Davis, Inc., perfumers' raw materials, Chicago, have been put in the hands of a creditors' committee headed by C. C. Wilson, of the Great Lakes Trust & Savings Bank. The trouble is largely that the concern, which had been doing a good business for several years, branched out and went in to the heavy chemical line just as the trade began to fall off. It had a large stock bought at high prices and had invested in plants that were unprofitable. A petition was filed by attorneys for Wilson & Bennett against the Great Lakes Chemical Works of Highland, Ill., asking that they be adjudicated a bankrupt. The claim of Wilson & Bennett is given as \$40,000. F. M. McKey was appointed temporary receiver for the chemical company and gave bond for \$25,000. It is confidently expected that Bennett & Davis will come out of the difficulty all right, as the firm had had a long and honorable career.

Joseph H. Defrees, president of the Chamber of Commerce of the United States, announces that its ninth annual meeting will be held at Atlantic City, April 27, 28 and 29.

Announcement is made that Carlova, Inc., of which William H. Loveland, of Binghamton, N. Y., is president, has taken over the Lundborg Co., perfumery and toilet preparations, New York City. The manufacturing will all be done in the Binghamton plant, which was enlarged recently by the erection of a building with 20,000 feet of floor space. The show rooms at 200 Fifth avenue, New York, probably will be maintained as usual. The regular salesmen are now on the road. The Lundborg concern was established in 1850 and has a line of 125 perfume and toilet products. Carlova is of more recent origin, the name being derived from the names of Mr. Loveland and E. C. Carter, a New York manufacturer who has been associated with him in the enterprise. The Binghamton plant, in addition to the products already mentioned, proposes to manufacture non-alcoholic flavoring extracts put up in sanitary tubes.

Representatives of Lazell Perfumer held their sixth annual convention in Newburgh, N. Y., ending January 7. The company's agents including men from California to New England and from Texas to Maine, made their headquarters at the Palatine Hotel while attending talks and discussions on salesmanship. The convention ended with the annual banquet in the City Club, at which nearly forty guests of the firm were present.

E. W. Bartram, sales-manager with headquarters at Newburgh, was in charge of the convention. The first meeting was held in the new office building and included an open discussion of the company's sales policy in regard to jobbers, retail druggists and department stores. Next day "dealers' helps" were discussed in regard to window displays, sampling, salesman service, new packages and special selling schemes. Special instructions in the writing of orders, reports and route lists, and also instructions regarding credit were given by J. R. Hamilton, the office manager.

One session was turned over to O. J. Cathcart, general and advertising manager. James M. Mathes, a member of the national advertising agency of N. W. Ayer, talked "National Advertising." R. H. Zerfing spoke on "The Dealer's Support of National Advertising."

At the banquet the following were present as guests, R. H. Cathcart, Sr., Graham Witschief, David W. Jagger, J. M. Mathes, F. King, R. H. Zerfing, T. Newsome. The directors present were Fred Booth, president; R. H. Cathcart, Jr., vice-president; John Cathcart, secretary; O. J. Cathcart, treasurer and general manager, and F. J. Collier. The department heads present included J. R. Hamilton, H. F. Straney, W. Paltridge, T. W. Curran, S. Rivers, W. Smith, H. T. Russell.

The traveling representatives include D. W. Abrams, Pennsylvania; D. F. Baker, New Mexico, Colorado, Wyoming, Nebraska and Kansas; J. D. Bellaire, Michigan and Ohio; H. E. Burke, New Jersey and the Bronx; J. D. Byrne, Pacific coast; R. Cathcart, New England; J. R. Cline, Indiana; J. F. Cunningham, export and New York City; W. S. Elkin, Atlanta; N. C. Frazer, Alabama, Georgia, Florida and South Carolina; E. D. Goldberg, Brooklyn and Long Island; T. E. Hampson, Minnesota, Wisconsin, North and South Dakota; A. A. Hearn, Iowa; H. A. Jacobs, Tennessee, Arkansas and Mississippi; V. T. Jones, Arizona; J. L. Johnson, of Newburgh, New York State; G. D. Mathews, Texas and Oklahoma; L. D. Marshall,

West Virginia, Virginia, District of Columbia, and North Carolina; J. E. Scott, Louisiana; B. P. Walker, special representative in Chicago; S. E. Watkins, Texas and Louisiana; C. Williams, Kentucky.

S. F. Johnson, manager of the oil department of the Marden, Orth & Hastings Co., New York City, will leave soon for Brazil for a stay of several weeks.

The second monthly luncheon of the Aroma Club was held Wednesday, January 12 at one o'clock, in the Colonial Room of the McAlpin Hotel. After the luncheon, Edwin Sefton, the president, made a few brief remarks and then introduced Mr. Richard R. Richards, publicity director of the Greenwich Village Follies, who spoke on the subject "Drama, Musical Comedies and Revues."

Some of the daily newspapers have been inaccurate in announcing the lifting of the so-called luxury taxes in the Dominion of Canada. Perfumes, toilet articles and confectionery are *not* excepted and continue to be taxed.

Judge William H. Wadhams, of the New York Court of General Sessions, who resigned recently to resume the practice of law, is well and favorably known in the soap industry, having taken a prominent part in the industry's affairs as counsel for B. T. Babbitt before he was elected to the bench.

Mr. G. A. Bigaouette, of Maison G. A. Bigaouette, 320 Avenue Mont Royal E., Montreal, manufacturers' agents, was a recent visitor to New York.

H. Bartold, of George Lueders & Co.'s Chicago branch, writes: "Conditions all over were somewhat discouraging about the earlier part of November, but I feel pleased to state that the last four or five days of January have shown a great deal of better spirit among the buyers, and I am looking for a revival of business and renewed confidence in the very near future."

Mrs. Miriam Seeley, wife of Mr. M. S. Seeley, sales manager of Antoine Chiris Co., New York, died December 21, 1920, at the St. Mary's Hospital, Passaic, N. J. Her death was very unexpected, and occurred within a few hours after an emergency operation.

Mr. George Uhe, who is associated with A. L. Van Ameringen, New York, was married December 28 to Miss Marian M. Losee at the home of the bride, Hempstead, L. I. The happy couple are living at Freeport.

Schenk & Schlichte, Inc., manufacturers of paper boxes, have announced their removal, January 1, to 62 West 14th St. Telephone, Watkins 8332. Their Newark plant is located at 26-34 Nesbit St.

Dr. H. C. Wright, purchasing agent for Morana, Inc., New York, is convalescing from a severe attack of grippe. He has been very active on the Tariff Committee of the Manufacturing Perfumers' Association and the severity of his illness was due largely to his continued application to the work at a time when he should have been at home.

American Soap Co., Cincinnati, has let contracts for the construction of a warehouse in the rear of its plant. The building which will be constructed of brick, steel and concrete, will cost approximately \$10,000.

Soap caused the receivership of Lautz Brothers & Co., of Buffalo. A contract the firm had made with a New York concern was tied up by the falling rate of exchange, which has filled the warehouses of both cities with soap for which they can find no market, and forced Lautz Brothers & Co. into the courts. The firm expects to recover soon.

Carl F. G. Meyer, of Meyer Bros. Drug Co., was re-elected president of the St. Louis Drug & Chemical Club at the election held on January 11, in the new club rooms, in the Planters Hotel. Other officers elected were: Vice-president, Oscar Biebinger; secretary, L. R. Milliken; treasurer, B. B. Cannon; directors, Ralph T. Whitelaw, E. L. Hopkins, G. R. Merrell, T. M. Levis, H. R. Strong, J. H. Ambler and Edgar Queeny.

John D. Larkin, Jr., vice-president of Larkin & Co., Buffalo, whose reincorporation on a \$50,000,000 stock basis was announced in our last issue, explains that the move is part of a new profit sharing scheme for the employees. The principal requirements are that the employee be a citizen of the United States and shall have been with the company for three years. The basis of distribution will be salary and length of service. Between 1,800 and 1,900 employees will become stockholders, with holdings of \$1,700,000. The stock will be given directly to them and provision will be made for future issues of stock to the employees in the form of bonuses.

Heekin Co., of Cincinnati, in which Robert E. Heekin, prominent in the Flavoring Extract Manufacturers' Association, is interested, announces that it has begun its twentieth consecutive year under the most favorable auspices.

J. Hungerford Smith Co., Rochester, N. Y., flavoring extracts and soda fountain supplies, has increased its capitalization to \$2,600,000 and has issued \$225,000 8 per cent preferred stock, giving employees the preference in subscribing to the shares. A financial group has underwritten such surplus as may not be taken by employees. The company was founded thirty years ago and is in a prosperous condition, according to its statements.

Larkin & Co., Inc., was founded by John D. Larkin in 1875. Mr. Larkin was the originator of the factory-to-family service, and in 1892 the business had assumed such proportions that the business was incorporated as the Larkin Soap Manufacturing Co. In 1900 the company was reincorporated as the Larkin Soap Co., and in 1903 as the Larkin Co. The Larkin Co. was originally incorporated in West Virginia with a capital stock of \$1,000,000. John D. Larkin, John D. Larkin, Jr., and Darwin D. Martin are the present incorporators.

Francis E. Holliday, secretary of the National Wholesale Druggists Association, celebrated his sixty-eighth birthday on December 22. A family dinner party was given in his honor.

Joseph Hakim, of 82 Beaver street, New York City, who formerly managed the olive oil department of Rockhill & Victor at that address, states that he has resigned and will embark in the olive oil business under his own name. At the office of Rockhill & Victor it was said that Mr. Jacobson, formerly connected with Mr. Hakim, would manage the Rockhill & Victor olive oil department.

Charles G. Merrell, president of the Wm. S. Merrell Company of Cincinnati, was here this month on a visit.

Edward Mallinckrodt, president of the Mallinckrodt Chemical Works of St. Louis, paid a business visit to New York City recently.

Universal Powder Puff Co., of New York, has leased the third floor of the Dorfman building in Branford street, Newark, N. J., and will transfer its operations to that place February 1.

NEW INCORPORATIONS.

Daland & Co., Manhattan Borough, New York City, make soaps and perfumes, \$50,000 capital stock, has been incorporated by M. Hedrick, F. C. Schultz, J. A. Clark, 418 Central Park West.

United Barber Shops, Inc., Manhattan Borough, New York City, operate barber shops, \$250,000 capital stock, has been incorporated by J. La Femina, 1694 Madison avenue, New York City.

D. W. Hutchinson & Co., Manhattan Borough, New York City, drugs, chemicals and essential oils, has been incorporated with 500 shares common stock, no par value, and active capital \$5,000, by A. E. and W. D. W. Hutchinson, 94 John street.

Leading Perfumers & Chemists, Manhattan Borough, New York City, with \$10,000 capital stock, has been incorporated by S. L. Lebis, I. Perlmutter, H. Shapiro, 1550 55th street, Brooklyn.

Barbasol Co., manufacture shaving brushes, etc., creams, \$5,500,000 capital stock, has been incorporated in Delaware by T. L. Cohee, C. B. Outten, J. L. Mackey, Wilmington.

Oil Seeds Co., manufacture soaps, extracts, \$1,000,000 capital stock, has been incorporated in Delaware by Fred K. Xoschwiir, Forest Hills; James Nick, Ross, N. Y.; James F. Hogan, Brooklyn.

Jules Ferond Co., Manhattan Borough, New York City, hair tonics, \$100,000 capital stock, has been incorporated by J. Ferond, L. J. Blakeslee, W. S. Harris, 151 East 84th street.

Hummel Cosmetic Co., Rockford, Ill., \$10,000 capital stock, has been incorporated by W. D. Gauntner, H. F. Lally and P. C. Hummel.

Fantl & Fantl, Inc., Newark, N. J., to deal in fats, hides, tallow, oils, etc., \$100,000 capital stock, has been incorporated by Henry L. Fantl, Newark; Richard Fantl, Irvington; Barney Larkey, Newark.

Union Bottling Works, of New Brunswick, N. J., to deal in flavoring extracts, etc., \$25,000 capital stock, has been incorporated by Louis Stollman, Benjamin Morgan, Francis Rubenstein, all of New Brunswick.

Atlantic Chemical Works, Inc., Jersey City, soaps, cleaning fluids, etc., 10,500 shares, has been incorporated by Arthur W. Britton, Samuel B. Howard and Robert K. Thistle, all of New York.

United States Oil Products Co., 325 Ferry street, New-

ark, N. J., to manufacture oils, essences, drugs, chemicals, etc., \$100,000 capital stock, has been incorporated by James W. Maples, Henry C. Long and John L. Clark, all of New York.

Dr. E. C. Hazard Laboratory, Long Branch, N. J., Elmer C. Hazard agent, to operate laboratories and manufacture medicines, toilet articles, etc., \$100,000 capital stock, has been incorporated by Pearl W. Hazard, Annie V. White and Julius M. Bennett, all of Long Branch.

Monarch Laboratories, Inc., Bloomfield, N. J., to manufacture germicides, disinfectants, toilet articles, etc., \$25,000 capital stock, has been incorporated by George T. Worthington, Nettie W. Worthington and George F. Worthington, Jr., all of Bloomfield.

Clen-So Mfg. Co., Charleston, W. Va., chemicals, polishes and soap, \$1,000,000 capital stock, has been incorporated by W. A. Cantrell, F. A. Hardesty, S. H. Kimball and others.

Colson Products Co., Seattle, Wash., soaps, polishes, etc., \$250,000 capital stock, has been incorporated by C. H. Colson, president, and S. C. Hesner, secretary and treasurer.

NEW PUBLICATIONS, PRICE LISTS, ETC.

BOTTLING AND PACKAGING ENGINEER, Chicago, Ill., has just issued a twelve-page folder describing their various machines.

ROCKHILL & VIETOR's Chicago branch, 180 North Market street, have issued their monthly price list for January. They also include circulars of "Velve" alcohol and tartaric acid.

ANTOINE CHRIS Co., 18-20 Platt street, New York, have sent us their January price list of essential oils, synthetic perfumes, and sundry products.

NATURAL FLOWER PERFUMERY Co., 500 Fifth avenue, New York, have sent out an interesting booklet entitled "No Theories But Facts," in which they give a brief description regarding the care of the skin; and also include price list of their various products. Announcement is made that they now have display space in the Bush Terminal Sales Building.

ARMOUR & Co., Chicago, have issued a bulletin by Leslie Orear which contains words of caution to business men and suggestions regarding retail merchandising.

J. H. DAY & Co., Cincinnati, O., send a series of bulletins illustrating and describing mixers, sifters and similar apparatus for powders, creams and other toilet preparations.

INYO TALC Co., Los Angeles, Cal., have sent out an attractive booklet on "Why Are Sierra Cloud and Sierra Snow the Two Best Talcs?" in which they describe the merits of their product.

NATIONAL ANILINE AND CHEMICAL Co., Inc., 21 Burling Slip, New York, recently sent out a booklet on "The Story of Certified Food Colors," in which they list their various products and also have illustrations of their office building and their various branches.

TIN DECORATING Co., Baltimore, Md., have sent out a photo-postcard showing two designs of decorated tin boxes.

"PUTTING FARMING ON A MODERN BUSINESS BASIS," being a copy of a letter to the secretary of the Kansas State Board of Agriculture by Bernard M. Baruch, also a copy of an address by Mr. Baruch at the reunion of the members of the War Industries Board, at Washington, D. C., are received. The former contains interesting information and helpful suggestions regarding the agricultural situation.

"SOCIAL CONTROL OF INDUSTRIAL WARFARE," an attractive booklet by Walter Gordon Merritt just received, deals with

the situation of right and wrong in the social and industrial structure.

BRITISH PATENTS—A supplement to the list of United States and British patents covering the manufacture of milk products and margarine and hydrogenation, has been issued by Mock & Blum, patent lawyers, 220 Broadway, New York.

CHAMBER OF COMMERCE—The Review of the American Chamber of Commerce in France, Inc., has been received and contains information regarding the economic situation between the United States and foreign markets.

PHILADELPHIA COLLEGE OF PHARMACY—The Bulletin of the Philadelphia College of Pharmacy and Science and Alumni Report for December has been sent out and contains articles relating to the foundation and progress of the college. The actual birthday or Founders' Day of the college is February 23, 1921.

D. VAN NOSTRAND Co., publishers and booksellers, 8 Warren street, New York, have sent us their record of scientific literature for May-June-September, 1920.

THE CHEMIST AND DRUGGIST DIARY FOR 1921 has been issued. This is the 53rd year of its publication, and it contains a great variety of information of value to the chemist and druggist. It is published by the *Chemist and Druggist*, 42 Cannon street, London, EC4.

"A DICTIONARY OF CHEMICAL TERMS," by James F. Couch, chemist; Bureau of Animal Industry, U. S. Department of Agriculture, price \$2.50, has just been published by D. Van Nostrand Co., New York. This dictionary is designed to serve the convenience of anyone who has occasion to read chemical literature. It is practical rather than academic and combines the advantages of both the dictionary and encyclopedia.

EDWARD T. BEISER Co., Inc., 135 Grand street, New York, importers of essential oils and synthetics, have issued a new informative catalogue.

MOUNIER JEANBIN & CIE, 38 Rue Ste Croix de la Bretonnerie, Paris, manufacturers of labels and seals, send us their catalogue and price list of their products. They also include a bulletin of changes for insertion in their catalogue, edition 1914.

BUREAU TECHNIQUE DE COLLABORATION INDUSTRIELLE & COMMERCIALE, 9, Avenue Perrichont, Paris (XVIe) have forwarded to us their catalogue of glassware, boxes, seals, labels and accessories for the perfumer.

"STRAIGHT BUSINESS IN SOUTH AMERICA," by James H. Collins, 305 pages, \$2.50 net. Published by D. Appleton & Co.

This book, written in a lively, readable style, contains information relating to getting, building and handling business with South America. The book grew out of a series of articles written for the *Philadelphia Public Ledger*, during an eight months' tour of the major portion of South America by Mr. Collins, and as rearranged by him presents a practical and interesting reading of how business is conducted in that country.

The twenty chapters take up a brief description of the people and the country, and under the caption "Tools of the Trade" describe our own banks, our own ships, investments, distribution, American retailing, and American consumer advertising. In the latter chapters there is a survey of competitors, the South Americans' viewpoint of our trade, and a general outline is given of opportunities and requirements for establishing business with our South American neighbors.

IN MEMORIAM FOR DEPARTED FRIENDS.

BAAR, JOHN X., proprietor of the Long Island Soap Works, Brooklyn, N. Y., January, 1916.

BERGIN, JOHN J., Los Angeles Soap Co., Los Angeles, Cal., January, 1912.

BUCHAN, JOHN, Buchan Soap Co., Cleveland, O., January, 1909.

BURR, EDWIN HENRY, New York manager for Roure-Bertrand Fils and Justin Dupont, New York, January, 1920.

CLARK, HENRY SCHIEFFELIN, treasurer of Schieffelin & Co., wholesale druggists, New York, January, 1918.

DUMOULIN, STEPHANE, old-time perfumer and president of the Tribunal of Commerce, Nice, France, January, 1918.

EAVENSON, LEWIS LINCOLN, soap manufacturer, Camden, N. J., January, 1914.

FAVOR, OTIS, S., pioneer soap manufacturer of Chicago, January, 1915.

FORTMEYER, IRA T., for fifty-six years with Colgate & Co., New York, East Orange, N. J., January, 1916.

GILLESPIE, FREDERICK R., head of Hammill & Gillespie, New York City, January, 1919.

HACKENBERGER, HARRY F., chief chemist for Henry C. Miner's toilet specialties, New York, January, 1916.

HAYDEN, ALBERT A., soaps, Brooklyn, January, 1911.

HILL, JOHN FERDINAND, perfumer, New York, January, 1912.

HOEFNER, ANSELM, of A. Hoefner & Sons, Buffalo, N. Y., January, 1912.

KILLEEN, MICHAEL, father of Edward V. Killeen, of George Lueders & Co., New York, January, 1912.

KIRK, MILTON W., president of James S. Kirk & Co., Chicago, January, 1916.

MARSH, FRANK B., ex-president Manufacturing Perfumers' Association and long with the Theo. Ricksecker Co., New York City, January, 1918.

MILLER, SAMUEL M., Miller Soap Co., East Penn Junction, Pa., January, 1911.

MINTZER, EDWIN F., of Mintzer & Kneisler, Philadelphia, Pa., January, 1909.

MORENA, JACQUES A., Ferrand et Cie, Grasse, January, 1910.

MYERS, CHARLES A., superintendent manufacturing department of R. H. Macy & Co., New York, January, 1918.

PAPPAZOGLU, M. DONTCHO B., of Botu Pappazoglou & Co., Kazanlik, Bulgaria, January, 1919.

PROCTER, MRS. PAULINE, widow of G. H. Procter, one of the founders of Procter & Gamble, January, 1917.

REDINGTON, WILLIAM P., of Coffin, Redington & Co., New York and San Francisco, January, 1919.

REMINGTON, PROF. JOSEPH P., chairman Committee on Revision U. S. P., Philadelphia, January, 1918.

ROSENBLATT, SAMUEL, soaps, New York, January, 1914.

RUSSELL, CLIFFORD A., proprietor of Russell & Co., New York City, January, 1919.

SCHANG, PAULINE WURSTER, wife of Frederick Schang, Jr., son of partner in Lorscheider-Schang Co., January, 1920.

SCHMIDT, RICHARD M., of the George A. Schmidt Co., Chicago, Ill., January, 1915.

SCHULTZE, DR. A. H., chief chemist Corizzo Extract Co., New York, January, 1917.

SELICK, CHARLES HENRY, perfume manufacturer, New York City, January, 1917.

SWINDELL, HENRY W., nephew of Walter B. Swindell, partner in Swindell Bros., Baltimore, 1918.

TAYLOR, JAMES S., vice-president of the Thomson & Taylor Spice Co., of Chicago, January, 1915.

TOENNIES, FERDINAND E., president of Heine & Co., New York, January, 1919.

WALWORTH, WARREN F., the Abner Royce Co., Cleveland, O., January, 1908.

WIARDA, JOHN C., chemist, New York, January, 1920.

Dr. Gustav Drobegg.

Dr. Gustav Drobegg, whose death was announced in our last issue, and who died in the Swedish Hospital Dec. 6, after an operation performed Dec. 2, received a classical education at the gymnasium of his native city, Coblenz, Rhenish Prussia, and pursued his professional studies at the University of Munich. After the conclusion of his education there, he spent some time in Italy and Egypt. He came to the United States in 1886, and after a short sojourn in St. Louis, became connected with the firm of Charles Pfizer & Co., of Brooklyn and Manhattan. After 25 years of highly successful activity, he resigned this position to join his friend Alois von Isakovicz, of the Synflour Laboratories of Monticello, New York. Five years ago, he went into the manufacture of dye-stuffs and intermediates, first with the Beckers Aniline Company, of Brooklyn, and then with Butterworth & Judson, of Newark, N. J. The last two years he practiced as a consulting chemist for the pharmaceutical, perfumery and dye-stuff industries.

Dr. Drobegg was passionately fond of music and endeared himself to his colleagues by his delightful playing. His professional proficiency and genial personality will be long remembered. He was a member of the Chemists' Club, Liederkranz, Deutscher Apotheker-Verein, Electro-Chemical Society and the Verein Deutscher Chemiker. His widow, Anna Meyer, three brothers and a sister survive him.

Walter Crane Hathaway.

Walter Crane Hathaway died at his home, 640 Macon street, Brooklyn, on December 27, in his thirtieth year. After leaving Trinity College, Hartford, he went to Europe and studied for a year in the factories of Schimmel & Co. at Leipzig, where he was at the start of the world war. He returned to this country and entered the employ of Fritzsche Brothers, Inc., of this city, later going with John W. Greene & Co. His widow, Mrs. Ruth Viola Adams Hathaway; his father, Walter T. Hathaway, of Colgate & Co.; his mother, Mrs. Annie Crane Hathaway, and a sister, Mrs. John C. Hart, survive him.

Obituary Note.

John M. Parker, associated for over thirty years with Merck & Co., New York, died January 10 at his home, 54 Morningside Drive. He was about fifty years old, and is survived by his widow and mother.

Gives More for the Money Than Others.

(Dr. J. J. Krom, manufacturer of special remedies and soaps for the skin, scalp and hair, 131 Port Marion Circle, St. Augustine, Fla.)

Believing your publication to be the best medium I send copy for ad., together with \$4 to cover.

THE AMERICAN PERFUMER gives me more for my money than any publication I take.

PATENTS AND TRADE MARKS



NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted.

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,

Perfumer Pub. Co. 14 Cliff St., New York

TRADE-MARK REGISTRATIONS APPLIED FOR.

120,167. Louisville Soap Co., Jersey City, N. J. (Filed July 1, 1919. Used since Mar. 6, 1919.) Laundry Soap.

120,907. Beaute-Viva Co., Bandana, Ky. (Filed July 25, 1919. Used since Jan. 1, 1911.) A Cream Powder, Perfumes, Face-Powder, Skin-Paint and Cold Cream.

122,887. Franco-American College, Inc., Mount Holly, N. J. (Filed Sept. 19, 1919. Used since Aug. 7, 1919.) Face Powders, Toilet Waters; Face, Cleansing and Massage Creams; Perfumes, Hair Tonics, Eau de Quinin, and Astringent Lotions.

123,401. Royal Pharmaceutical and Perfumery Co., New York, N. Y. (Filed Oct. 3, 1919. Used since July 29, 1919.) Certain Bath Powder or Salt.

124,163. Fred M. Beaty, Liberal, Kans. (Filed Oct. 25, 1919. Used since Sept. 15, 1919.) Tooth Powder and Tooth Paste.

125,403. Charles Pfizer & Co., Inc., New York, N. Y.

(Filed Nov. 28, 1919. Used since about July 1, 1915.) Chemicals.

125,463. Howard Bros. Chemical Co., Buffalo, N. Y. (Filed Dec. 1, 1919. Used since May 18, 1915.) Face Cream, Face Powder and Talcum.

126,289. Corp R. Per Due, Indianapolis, Ind. (Filed Dec. 20, 1919. Used since November, 1917.) Tissue Builders, Acne-Tablets; Lotions for external application for Chapped Hands, Faces, Lips and Roughness of the Skin; Skin-Purifiers for External Application similar to Soap and Water for Cleansing and Purifying the Skin, and Face-Powders.

126,410. Frank Gaius Burke, New York, N. Y. (Filed Dec. 24, 1919. Used since 1907.) Toilet Soaps.

127,731. Adolf D. Lindemann, New York, N. Y. (Filed Jan. 29, 1920. Used since July 7, 1915.) Perfume, Sachet, Face-Powder, Rouge and Toilet-Water.

128,580. B. Altman & Co., New York, N. Y. (Filed Feb. 19, 1920. Used since 1901.) Toilet Water, Toilet Powder, Almond-Meal and Perfumed Ammonia for the Bath and Toilet.

129,261. The C. E. Ising Corp., New York, N. Y. (Filed Mar. 3, 1920. Used since Mar. 1, 1919.) Perfume Essences, Synthetic Perfumes and Perfumery-Bases, Medicinal Essential Oils, Perfumery-Pols, Aromatic Resins, Soap for Perfumes, Druggists' Gums and Metal Stearates.

130,056. The Paris Toilet Co., Paris, Tenn. (Filed Mar. 22, 1920. Used since, on or about Mar. 6, 1920.) Toilet Preparations, and more particularly Face-Powder, Rouge, Talcum Powder, Blemish-Cream and Cold-Cream.

130,057. The Paris Toilet Co., Paris, Tenn. (Filed Mar. 22, 1920. Used since, on or about Mar. 6, 1920.) Toilet-Preparations, namely, Face-Powder, Rouge, Talcum Powder, Blemish-Bleach and Cold-Cream.

130,360. Blumauer-Frank Drug Company, Portland, Ore. (Filed Mar. 30, 1920. Used since Nov., 1911.) Olive-Oil.

- 130,451. Henry Thayer & Co., Inc., Cambridge, Mass. (Filed Mar. 31, 1920. Used since Mar. 5, 1920.) Remedial, Toilet and Shaving-Soaps and Shaving-Cream in the form of Soap Paste.
- 130,831. S. G. Hays, Tulsa, Okla. (Filed Apr. 8, 1920. Used since Mar. 1, 1919.) Hair-Tonic, Dandruff-Remover and Toilet-Water.
- 131,752. Sickels & Roush, Columbus, Ohio. (Filed Apr. 28, 1920. Used since Jan. 1, 1920.) Scalp-Tonics.
- 132,315. Adolph C. Onnen, Baltimore, Md. (Filed May 11, 1920. Used since Jan. 1, 1920.) Toilet-Cream.
- 132,471. Julius Pauly, Inc., New York, N. Y. (Filed May 15, 1920. Used since Sept. 27, 1919.) Shampoos.
- 132,612. Societe Anonyme Parumerie Ramses, Paris, France. (Filed May 18, 1920. Used since May 30, 1919.) Rice-Powder.
- 132,670. Tyson & Co., Paris, Tenn. (Filed May 19, 1920. Used since Feb. 1, 1920.) Hair-Dressing, namely, Pomade Bleaching-Cream, Face-Powder, Compact Face-Powder, Compact Rouge, Lip Rouge, Talcum Powder and Cold-Cream.
- 132,882. Pacific Coast Barber Supply Co., Seattle, Wash. (Filed May 24, 1920. Used since Jan. 1, 1907.) Massage-Cream, Cold-Cream, Hair-Tonic, Toilet-Water, Camphor Cream, Greaseless Cream and Shampoo.
- 133,260. Elmer E. Kirkland, Jr., Binghamton, N. Y. (Filed June 4, 1920. Used since May 5, 1920.) Cream designed for use in the treatment of freckles.
- 133,277. Northam Warren Corporation, New York, N. Y. (Filed June 4, 1920. Used since Aug. 24, 1912.) Liquid Preparations for Softening or Removing the Cuticle, Nail-White, Nail-Bleach; Nail-Polish in Cake, Stick, Powder, Paste, and Liquid Form; Nail Enamel; Rouge for Nails, Lips, and Skin; an Emollient for Manicuring Purposes, Talcum Powder, Cold-Cream, and Powder and Rouge in Compact Form.
- 133,547. The Creme Coco Company, Brooklyn, N. Y. (Filed June 10, 1920. Used since Jan. 1, 1920.) Cosmetic Cream.
- 133,676. Fred M. Oshimo, Portland, Oregon. (Filed since June 14, 1920. Used since June 3, 1920.) Deodorant Salve.
- 133,767. Colgate & Co., Jersey City, N. J. (Filed June 16, 1920. Used since May 8, 1920.) Liquid and Powdered Perfumes.
- 133,888. Parfumerie Houbigant, Paris, France. (Filed June 18, 1920. Used since 1899.) Perfumes, Toilet-Waters, Face-Powders, Face-Lotions, Sachets, Sachet-Powder, and Brilliantine.
- 133,889. Parfumerie Houbigant, Paris, France. (Filed June 18, 1920. Used since 1914.) Perfumes, Toilet-Waters, Face Powders, Face-Lotions, Sachets and Sachet-Powders and Brilliantine.
- 133,890. Parfumerie Houbigant, Paris, France. (Filed June 18, 1920. Used since 1912.) Perfumes, Toilet Waters, Face Powders, Face Lotions, Sachets, Sachet-Powders, and Brilliantine.
- 133,892. Parfumerie Houbigant, Paris, France. (Filed June 18, 1920. Used since prior to 1899.) Perfumes, Toilet Waters, Face-Lotions, Sachets, Sachet-Powders, and Brilliantine.
- 133,893. Parfumerie Houbigant, Paris, France. (Filed June 18, 1920. Used since 1899.) Perfumes, Toilet Waters, Face-Powders, Face-Lotions, Sachets, Sachet-Powder and Brilliantine.
- 133,894. Parfumerie Houbigant, Paris, France. (Filed June 18, 1920. Used since Apr. 1, 1920.) Perfumes, Toilet Waters, Face-Powders, Face-Lotions, Sachets, Sachet-Powders and Brilliantines.
- 135,133. Effie May Carroll, San Diego, Calif. (Filed July 19, 1920. Used since, on or about Feb. 10, 1920.) Liquid Preparation for the Treatment of the Hair and Scalp.
- 135,422. Graham Bros. Soap Co., Chicago, Ill. (Filed July 26, 1920. Used since, on or about July 20, 1920.) Toilet and Laundry Soap.
- 135,591. Daniel P. Cooper, Groveton, Texas. (Filed July 30, 1920. Used since, on or about May 10, 1920.) Hair Tonic.
- 135,674. Ultra Refined Crude Products Co., Chicago, Ill. (Filed July 31, 1920. Used since June 1, 1920.) A preparation used as a Shampoo for the Scalp and Hair.
- 135,790. W. Walter Levis, Chicago, Ill. (Filed Aug. 4, 1920. Used since Oct. 1, 1919.) Mouth-Wash.
- 135,799. Buffington's, Inc., Worcester, Mass. (Filed Aug. 5, 1920. Used since January, 1920.) Complexion Cream.
- 135,807. The Empress Manufacturing Co., Inc., New York, N. Y. (Filed Aug. 5, 1920. Used since Aug. 1, 1918.) Toilet Preparations used upon the Hair, Eyelashes, Eyebrows, and Mustache.
- 135,876. Louis Singer, New York, N. Y. (Filed Aug. 6, 1920. Used since Aug. 2, 1920.) Certain Toilet Preparations, namely, Rouge, Compact Sachet Powder, Talcum-Powder, Face-Powder, Toilet Water and Perfume.
- 135,885. Arthur O. Freedman, Boston, Mass. (Filed Aug. 7, 1920. Used since about Jan. 2, 1920.) Skin-Lotion.
- 135,889. Nathan Hurwitz, New York, N. Y. (Filed Aug. 7, 1920. Used since about July 10, 1919.) Hair-Dye.
- 136,147. Charles W. Archer, Gary, Ind. (Filed Aug. 16, 1920. Used since Aug. 4, 1920.) Preparation for the Treatment of Pyorrhea.
- 136,229. Frank G. Bland, Clarksburg, W. Va. (Filed Aug. 18, 1920. Used since July 10, 1920.) Mouth-Wash.
- 136,309. The E. L. Patch Co., Stoneham, Mass. (Filed Aug. 20, 1920. Used since July 24, 1920.) A Shampoo.
- 136,330. John Langer, Quakertown, Pa. (Filed Aug. 21, 1920. Used since Aug. 1, 1920.) Hair-Tonic.
- 136,372. Ideal Laboratories Co., Chicago, Ill. (Filed Aug. 23, 1920. Used since Jan. 1, 1919.) Perfume Extracts, Toilet Water, Cleansing Cream, Massage Cream, Vanishing Cream, Bleaching Cream, Depilatories and Shampoos.
- 136,373. Ideal Laboratories Co., Chicago, Ill. (Filed Aug. 23, 1920. Used since Jan. 1, 1919.) Face-Powder, Rouge, Perfume Extracts, Toilet Water, Cleansing Cream, Massage Cream, Vanishing Cream, Bleaching Cream, Depilatories and Shampoos.
- 136,507. William J. Carey, Pendleton, Ore. (Filed Aug. 26, 1920. Used since June, 1919.) Soap.
- 136,967. Barclay & Co., Wilmington, Del. (Filed Sept. 9, 1920. Used since Aug. 11, 1920.) Face and Toilet-Powder, Toilet-Water, Perfumery Extract, Perfumed Lotion for Hair and Body, Face Cream, and Talcum Powder.
- 136,968. Barclay & Co., Wilmington, Del. (Filed Sept. 9, 1920. Used since Aug. 11, 1920.) Talcum Powder.
- 136,999. The Rub-No-More Co., Fort Wayne, Ind. (Filed Sept. 9, 1920. Used since April, 1920.) White Naptha Soap.
- 137,176. Kirkman & Son, Brooklyn, N. Y. (Filed Sept. 14, 1920. Used since July 1, 1920.) Kosher Scouring Powder.
- 137,311. Co-Operative Drug Co., Inc., Philadelphia, Pa. (Filed Sept. 18, 1920. Used since July 21, 1903.) Shaving Cream in the form of a Soap Paste, Hard-Water Soap.
- 137,998. Brillo Manufacturing Company, New York, N. Y. (Filed Oct. 6, 1920. Used since February, 1913.) Soaps.
- 138,400. Reynold Miller, Las Vegas, Nev. (Filed Oct. 16, 1920. Used since Jan., 1919.) Soap.
- Act of March 19, 1920.
- 138,200. Lazell Perfumer, Newburgh, N. Y. (Filed Oct. 15, 1919. Used since June 15, 1916.) Perfumes, Extracts, Toilet Water, Talcum Powder, Sachet-Powder, Perfumery in bulk, Face-Powder and Toilet Cream.
- 138,204. Moore Stevens, Atlantic City, N. J. (Filed Dec. 17, 1919. Used since, on or about May 1, 1919.) A Tooth-Paste or Dentifrice.

TRADE-MARK REGISTRATIONS GRANTED

- 137,943. Laundry Soap. Beach Soap Company, Lawrence, Mass. Filed June 10, 1919. Serial No. 119,383. Published August 31, 1920.
- 137,967. Canned Olive-Oil. Cavanna & Company, Philadelphia, Pa. Filed June 24, 1920. Serial No. 134,107. Published August 24, 1920.
- 137,983. Edible Oils and Fats. De Bruyn, Limited, London, England. Filed May 3, 1920. Serial No. 131,946. Published August 24, 1920.
- 138,069. Toilet Soap. Munyon's Homeopathic Home

Remedy Company, Philadelphia, Pa. Filed July 22, 1920. Serial No. 135,290. Published August 31, 1920.

138,094. Laundry Soap. Prouty-Bowler Soap Co., Des Moines, Iowa. Filed July 8, 1920. Serial No. 134,726. Published August 31, 1920.

138,096. Soap Powder, Toilet and Laundry Soap, and Shaving Soap and Cream. The Red Ball Company, Madrid, Iowa. Filed June 30, 1920. Serial No. 134,432. Published August 24, 1920.

138,138. Soap. Andrew W. Tarson, Chicago, Ill. Filed June 14, 1920. Serial No. 133,717. Published August 24, 1920.

138,164. Soap packed in tin cans. The Wink-O Products Co., Dunbar, W. Va. Filed June 29, 1920. Serial No. 134,400. Published August 24, 1920.

138,233. Dyes Manufactured in Soap Form. Crescent City Dye Sales Co., Inc., New York, N. Y. Filed September 30, 1919. Serial No. 123,277. Published August 31, 1920.

138,344. Toilet Powder and Rouge. Stanley Septimus Booty, London, England. Filed March 2, 1920. Serial No. 129,122. Published August 31, 1920.

138,374. Remedy for Eczema, Poison-Ivy, Barbers' Itch, Dandruff, and Other Skin Diseases. X-Zema Remedy Co., Haskell, Okla. Filed July 28, 1919. Serial No. 121,034. Published August 31, 1920.

138,415. Tooth-Wash. B. Altman & Co., New York, N. Y. Filed February 19, 1920. Serial No. 128,579. Published September 7, 1920.

138,418. Face and Massage Cream and Shampoo and a Preparation for Cleansing the Hair. The Atlanta Barbers' Supply Co., Atlanta, Ga. Filed June 20, 1918. Serial No. 111,686. Published August 17, 1920.

138,419. Toilet Water. The Atlanta Barbers' Supply Co., Atlanta, Ga. Filed June 20, 1918. Serial No. 111,687. Published August 17, 1920.

138,428. Shaving-Cream to be used after Shaving. Edward W. Burke, Lynn, Mass. Filed January 21, 1920. Serial No. 127,423. Published August 31, 1920.

138,430. Certain named Toilet Preparations. Joseph H. Calisher, New York, N. Y. Filed January 21, 1919. Serial No. 115,337. Published June 17, 1919.

138,438. Certain named Toilet Preparations. Vole College, Nashville, Tenn. Filed August 31, 1918. Serial No. 112,965. Published May 20, 1919.

138,440. Eye-water (Chlorbutanol), Worm-syrup and Cold-cream. Co-operative Drug Co., Inc., Wilmington, Del., and Philadelphia, Pa. Filed May 1, 1920. Serial No. 131,897. Published August 17, 1920.

138,442. Hair-color Restorer. Charley A. Crotty, Sacramento, Calif. Filed March 6, 1920. Serial No. 129,306. Published August 17, 1920.

138,463. Skin-Lotions and Wrinkle-Removers. Katherine E. Hiscox, Brooklyn, N. Y. Filed March 4, 1920. Serial No. 129,209. Published August 31, 1920.

138,468. Certain named Toilet Preparations. Richard Hudnut, New York, N. Y. Filed January 29, 1915. Serial No. 84,194. Published April 3, 1917.

138,481. Face-Powder. Helen Lynch, Chicago, Ill. Filed July 14, 1919. Serial No. 120,544. Published August 31, 1920.

138,495. Scalp and Mange Remedy. George Paquin, Detroit, Mich. Filed February 14, 1920. Serial No. 128,404. Published September 7, 1920.

138,505. Talcum Powder. Talcum Puff Company, Brooklyn, N. Y. Filed February 24, 1920. Serial No. 128,872. Published September 7, 1920.

138,530. Perfumes. Yardley & Co., Limited, London, England. Filed July 10, 1918. Serial No. 112,039. Published April 27, 1920.

138,577. Tooth-Paste. Gustave Bernard, New York, N. Y. Filed March 16, 1920. Serial No. 129,820. Published September 14, 1920.

138,616. Hair-Tonics. Beatrice S. Fields, New York, N. Y. Filed April 23, 1918. Serial No. 110,394. Published August 31, 1920.

138,655. Perfume-Cream for Neutralizing Body-Odors. Otto J. Kolar, Chicago, Ill. Filed March 5, 1920. Serial No. 129,263. Published September 14, 1920.

138,697. Soap. Ritz Soap Co., Inc., Jersey City, N. J.

Filed April 23, 1920. Serial No. 131,539. Published September 7, 1920.

138,718. Soap. Swift and Company, Chicago, Ill. Filed April 24, 1920. Serial No. 131,600. Published September 7, 1920.

138,724. Concentrated Vanilla Flavoring for Foods. The Tisco Company, Chicago, Ill. Filed July 12, 1920. Serial No. 134,863. Published September 14, 1920.

138,727. Castile-Soap. United Drug Company, Boston, Mass. Filed January 26, 1920. Serial No. 127,619. Published July 20, 1920.

138,746. Hair-Grower, Pressing-Oil, Shampoo and Face-Cream. Sally F. Winston, Kansas City, Mo. Filed March 6, 1920. Serial No. 129,361. Published September 7, 1920.

DESIGN PATENT.

56,747. Toilet-Powder Container. William G. Kendall, Newark, N. J. Filed May 12, 1920. Serial No. 380,926. Term of patent 14 years. The ornamental design for a toilet-powder container, as shown.

PATENTS GRANTED.

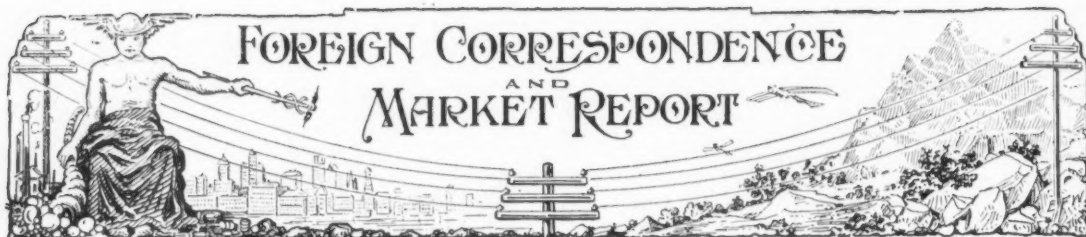
1,361,811. Dye-Soap and Mordant. David Julian Block, Chicago, Ill., assignor to Sunbeam Chemical Company, Chicago, Ill., a Corporation of Illinois, and Charles C. Huffman, Chicago, Ill. Filed Apr. 21, 1919. Serial No. 291,715. 2 Claims. (Cl. 8-6.) 1. A dye soap in the form of flakes and a mordant mixed with the flakes, substantially as described. 2. A dye soap in the form of particles and a mordant in substantially the same form combined and mechanically mixed therewith, substantially as described.

1,361,974. Manufacture of Acetic Aldehyde. Henry Dreyfus, Basel, Switzerland. Filed June 4, 1917. Serial No. 172,795. 1 Claim. (Cl. 23-24.) In the manufacture of acetaldehyde by passing acetylene into sulphuric acid solutions containing mercury compounds, the improvement which comprises carrying out the reaction in apparatus made with iron-silicon alloys which are resistant to dilute boiling sulphuric acid and at the same time do not amalgamate with mercury.

1,362,393. Soap or Cleaning Compound. Edwin D. Chaplin, New York, N. Y. Filed June 7, 1915. Serial No. 32,528. Renewed Feb. 20, 1920. Serial No. 360,072. 9 Claims. (Cl. 87-5.) 1. A cleaning compound composed of a saponic-compound in combination with granular masses mixed therein and consisting of an undissolved fiber-component and an undissolved fiber-holding resin-component preliminarily united together and having the fibers in a free-end condition, said saponic-compound having therein a component combinable with the said resin-component only when the soap is subject to rubbing in water. 6. An ingredient for use in making soaps of the class herein described, consisting in a compound of separated and free-end fibers incorporated in a mixture with an undissolved resin and then reduced to a granule form constituting a body-grain material subject to disintegration by an excess alkali when combined in a saponic-compound and subjected to the action of water and rubbing. 8. A cleaning compound consisting of grains mixed in a saponaceous grain-reducing element, said grains comprising undissolved free-end fibers combined with and held together into smaller masses by an undissolved resin component, and said grain-reducing element comprising saponaceous material having therewith alkali for aiding a disintegration of said grains on the using of the cleaning compound under the action of water and rubbing.

1,362,975. Container. Russell Whitcomb, Elizabeth, N. J. Filed June 9, 1919. Serial No. 302,917. 4 Claims. (Cl. 206-56.) 1. A container for toilet preparations in stick form comprising a tubular main body closed at its lower end, a cover member engageable over the open end of said body, a removable stick holding means associated with said body comprising a longitudinal sleeve having open ends whereby a stick may be fed upwardly therethrough and permitting a refill stick to be inserted through the lower end of said sleeve behind the butt of the old stick and fed upwardly thereafter until said butt is consumed and the new

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BULGARIA

FORBIDDEN IMPORTS.—The importation into Bulgaria of perfumes, perfumed waters, and toilet necessities, with the exception of dentrifices, is forbidden.

FRANCE.

HEAVY FROST IN GRASSE.—Our correspondent in Grasse reports that a very heavy frost occurred in the 48 hours ending December 18, many orange groves having been destroyed. The average reading of the thermometer was 5 to 6 degrees below zero. Rarely, in the month of December, has it been so cold. It is winter, but winter with sunless days, the winter of the blue hillsides. The cold entails, without any question, a tremendous setback to our future harvests, but it constitutes, for the moment, an unhackneyed and always new subject for conversation. Our friends greet us, a smile frozen on their lips.

The cold was very severe throughout the entire Basse Province. The temperature, in the vicinity of Toulon, until day break, was 10 degrees below zero. In the towns and villages the water in the fountains was frozen. So low a temperature has not been recorded in the district for many years.

HAVOC CAUSED BY THE COLD.—In the region of Vallauria-Golfe-Juan the orange trees and mandarin trees suffered considerable damage. The floral growths and kitchen gardens are partly destroyed. The severe temperature from which we have suffered for several days has caused great damage in our country. The orange trees, which, in many parts, were in full bloom have had their autumnal crops completely destroyed and that of the month of May seriously injured. The trees were considerably damaged and sections are reported in which the orange trees are completely destroyed, the trunks being split as a result of the cold. The orange buds, looking like calcined charcoal and the branches rusty and reddish, cause the trees to present a pitiable appearance.

The region of Golfe-Juan has been particularly affected. Other plantations, floral cultures, even under frames, have been unable to resist and the kitchen gardens have suffered in the same manner.

The loss the provinces have suffered is a very serious one and it is very seldom that so great a drop in the temperature has been recorded in our district.

OLIVE OIL AND PERFUMERY AT NICE.—A great decrease is shown in the amount of olive oil exported from Nice, which during the year 1919 was worth only \$249,823, while in 1913 the export value of this commodity was \$602,265. The exports of the other articles to the United States have not materially changed since the pre-war period. Although the difference in dollars is comparatively small for the primary

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THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

Realizing that without drastic action in the matter of downward price revisions they are confronted with a hopeless task in the matter of resuscitating normal trade conditions, importers and handlers of essential oil products have again cut prices throughout to the bone. The progress of readjustment is illustrated by the fact that the average price level of essential oils in general is now only about 25 per cent above the levels prevailing in 1914. The generally weak and unsettled position of the market is traceable to the throwing over of large stocks which weak holders were unable to finance longer. The position is now such that any real buying power would quickly be reflected in a show of strength in numerous directions. Already there are evidences that consumers are covering on requirements for the first three months of the year. It is notable that the market for some products has gotten so low that additional arrivals from the other side do not seem to have any further effect on prices. This is especially true of Messina essences, lemon being held firm at the \$1.05 level, notwithstanding heavy arrivals.

The first fortnight of the new year has brought out several marked instances of improvement. Manufacturing consumers have had opportunity to gauge the extent of their requirements for the coming year and are now prepared to go ahead, especially since the economic stability of the markets seems to have been restored in no small measure recently. Foreign trade is gradually resuming and this should benefit a number of domestic essences, and is expected will pave the way for the exportation of large stocks of raw materials now required by the many impoverished countries of Europe and the East.

With one or two notable exceptions, such as cinnamon, cade, absolute orris root, Bourbon vetiver, and parsley, nearly every essential oil product is more attractive in price than it was a month ago. Cloves, which are used as a base for eugenol, and a number of other important essences which are used for raw material bases are all decidedly lower. Bergamot oil has maintained a steady position, but the other products from Italy are all lower, as shippers abroad are in need of cash. French shippers also appear to have modified their views in keeping with the competitive conditions which have sprung up throughout the trade.

The activity of tariff framers in Washington has been followed closely by the trade. Charges that Germany was dumping goods in this market under production costs in the United States were brought up and protection adequate to assure American workmen fair compensation was urged. Deep thought was given these measures by the essential oil trade, as competition from Europe has naturally had the effect of depreciating the value of distillations in this country.

It is clear that if readjustments continue at their present rate, decks will have been sufficiently cleared to warrant normal purchases by early Spring. At any rate, the feeling is one of increased optimism and consumers are coming to realize that purchases have now real intrinsic value at current levels.

Aromatic Chemicals

With competitive conditions of 1914 nearly restored, the market for aromatic chemical products has made rapid progress in the direction of normalcy. Net declines are

(Continued on page 428)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS

Almond, Bitter, per pound	\$9.00-\$9.25	Orange, bitter	3.25- 3.50
Almond, S. P. A.	9.25-10.00	Orange, sweet, West Indies	3.00- 3.10
French	.60- .65	Orange, sweet, Italian	3.60- 3.90
English	.75- .80	Origanum	.40- .45
Almond, Artificial, U. S. P.	1.20	Orris Root, concrete, foreign	5.75- 5.90
Almond, F. F. C.	2.20	Orris Root, concrete, domestic	(oz.) 5.25- 5.50
Almond, Sweet True	.55- .60	Orris Root, absolute, (oz.)	57.00
Almond, Peach-Kernel	.40- .45	Parsley	8.00
English	.55- .60	Patchouly	18.00-19.00
Amber, Crude	1.25- 1.40	Pennyroyal, American	2.25
Amber, Rectified	1.70- 1.80	Pennyroyal, French	1.75- 1.80
Amiris balsamifera	5.50- 5.75	Peppermint	5.25- 5.50
Anise	.80- .85	Peppermint, redistilled	5.75- 5.90
Anise, Lead free	.90- .95	Petit Grain, So. American	4.75- 5.00
Aspic (spike) Spanish	1.70- 1.80	Petit Grain, French	9.00-10.00
French	2.25- 2.50	Pimento	2.75- 3.00
Bay, Porto Rico	4.25- 4.50	Pine Needles, from Pinus	
West Indies	3.50- 3.75	Sylvestris	2.50
Bergamot, 35-36 per cent.	6.50- 6.75	Rose, Bulgarian (oz.)	13.00-15.00
Birch (Sweet)	5.20- 5.30	Rose, Turkish	9.00-12.00
Birchtar, Crude	1.20- 1.30	Rose, French	15.25-18.00
Birchtar, Rectified	3.00	Rosemary, French	1.00- 1.10
Bois de Rose, Femelle	6.50- 9.00	Rosemary, Spanish	.70- .75
Cade	.75- .80	Rue	4.25- 4.50
Cajeput	.80- .85	Sage	4.00- 4.50
Calamus	8.50-10.00	Safron	.85- .90
Camphor, Jap. "white"	.30- .35	Sandalwood, East India	10.50-11.00
Cananga, Java	4.75- 5.25	Sassafras, artificial	.75- .80
Cananga, Java, Rectified	4.75- 5.00	Sassafras, natural	1.70- 1.80
Caraway Seed	2.50- 2.75	Savin, French	5.50- 6.00
Cardamon	25.00	Snake Root	34.00
Carvol	4.50- 4.75	Spearment	6.25- 6.75
Cassia, 75-80% Technical	1.10- 1.20	Spruce	.85- 1.25
Cassia, Lead free	1.25- 1.30	Tansy	.825
Cedar Leaf	1.35- 1.40	Thyme, French, red	1.75
Cedar Wood	.65	Thyme, French, white	2.00- 2.25
Celery	15.00	Thyme, Spanish, red	1.60- 1.75
Cinnamon, Ceylon	28.00	Vetivert, Bourbon	14.00-15.00
Citronella, Ceylon	.39- .41	Java	32.00-35.00
Citronella, Java	1.00- 1.05	Indian	40.00-42.00
Cloves, Bourbon	2.00- 2.05	Wintergreen (genuine gaultheria)	8.50- 9.75
Cloves, Zambiar	1.60- 1.80	Wormseed	3.50- 3.75
Copaiba	.90	Wormwood	17.00
Coriander	22.50-25.00	Ylang-Ylang, Manila	35.00-42.00
Croton	1.45	Ylang-Ylang, Bourbon	15.00-15.50
Cubebs	8.00- 8.25		
Cumin	8.00- 8.25		
Erigeron	4.00- 4.25		
Eucalyptus, Aus. 70%	.65- .75		
Fennel, Sweet	2.60- 2.75		
Geranium, African	7.75- 8.25		
Geranium, Bourbon	7.00- 7.50		
Geranium, Turkish (palma rosa)	4.60- 4.75		
Ginger	7.50- 8.00		
Gingergrass	3.25- 3.50		
Guajac (Wood)	6.00- 6.25		
Hemlock	.95- 1.00		
Juniper Berries, Rectified	3.25- 3.50		
Lavender, English	24.00		
Lavender Fleurs, U. S. P.	7.50- 8.00		
Lavender Fleurs, 30-35%	9.00- 9.50		
Lemon	1.05- 1.15		
Lemongrass	2.15- 2.25		
Limes, distilled	1.00- 1.10		
Limes, expressed	4.25- 4.50		
Linaloe	6.25- 6.50		
Mace, distilled	1.40- 1.50		
Mustard, genuine	25.00		
Mustard, artificial	4.25- 4.50		
Neroli, Bigarde, Petale	340.00		
Neroli, Bigarde, French	300.00-500.00		
Neroli, Bigarde, Italian	120.00		
Nutmeg	1.40- 1.50		
Opopanax	nominal		

Diphenylmethane	2.25- 2.50
Diphenyloxide	1.40- 1.60
Ethyl Cinnamate	8.00-10.00
Eucalyptol	1.15- 1.20
Eugenol	4.00- 4.25
Geraniol, domestic	3.00
Geraniol, foreign	5.00- 6.00
Geraniol from citronella	4.75- 5.00
Geranyl Acetate	8.00
Heliotropin, domestic	4.25- 4.50
Indol, C. P. (oz.)	12.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	7.75- 8.00
Linalol	10.00-11.00
Linalyl Acetate	18.00-20.00
Linalyl Benzoate	nominal
Methyl Anthranilate	8.25
Methyl Cinnamate	8.25
Methyl Heptenone	9.00
Methyl Heptene Carbon	125.00-140.00
Methyl Paracresol	12.50-15.00
Methyl Salicylate	.60- .70
Mirbane, rect. drums	.19- .21
Musk Ambrette	65.00-70.00
Musk Ketone	25.00-30.00
Musk Zylene	8.50- 9.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	20.00-22.00
Phenylethyl Alcohol	20.00-25.00
Phenylacetic Acid	6.50
Rhodinol, domestic	18.00
Rhodinol, foreign	24.00
Skatol, C. P. (oz.)	57.00
Terpineol, C. P., domestic	.75- .90
Terpineol, C. P., imported	1.40- 1.55
Terpinyl Acetate	3.50- 3.75
Thymol	10.00-10.50
Violet, artificial	12.00
Vanillin (oz.)	.80
Xylol	7.50- 8.00

BEANS

Tonka Beans, Para	1.00- 1.10
Tonka Beans, Angostura	1.60- 1.75
Vanilla Beans, Mexican	4.25- 5.00
Vanilla Beans, cut	3.50- 3.75
Vanilla Beans, Bourbon whole	1.90- 2.50
Vanilla Beans, Bourbon cut	1.85- 2.00
Vanilla Beans, Tahiti yellow label	1.50
Green label	1.40

SUNDRIES

Alcohol, cologne spirits, gallon	6.00- 7.00
*Ambergris, black (oz.)	8.00-12.00
Ambergris, gray	28.00
Chalk, precipitated	.04- .10
Civet horns (oz.)	5.00
Lanolin hydrous	.13- .14
Lanolin anhydrous	.17- .18
Menthol	4.25- 4.50
Musk Cab., pods (oz.)	18.00-20.00
Musk, Cab., grains (oz.)	28.00-30.00
Musk, Tonquin, grains (oz.)	48.00-50.00
Musk, Tonquin, pods (oz.)	32.50-35.00
Orris Root, Florentine, whole	.08- .09
Orris Root, powd. & gran.	.14- .15
Rice Starch	.20- .25
Talc, Italian (ton)	50.00-55.00
Talc, French (ton)	30.00
Talc, domestic (ton)	18.00-20.00

*Nominal

THE MARKET.

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everywhere recorded, due in large measure to reduced cost of production and pressure of offers of imported materials. Perhaps the only items in the category which have not declined to any marked extent are the geranium productions; hence rhodinol is selling at a higher price. Linalol has sold down to \$10 owing to a weaker market on bois-de-rose femelle; eugenol is lower on weaker market in clove oil. Citral is meeting with a good call, as the price has been reduced about \$1. One of the interesting breaks was that in foreign amylsalicylate as the result of larger arrivals, which sent the price down more than 50 per cent.

Aromatic chemical producers view the outlook for the coming year with equanimity. The plea for tariff protection is based on the low cost of labor in Germany and Switzerland as compared with the high costs in this country. A vast equity in new manufacturing plants would have to be written off were unrestrained competition permitted. However, the point has been reached where our manufacturers if given proper protection, can duplicate, if not improve, any thing of foreign manufacture.

Natural Aromatics

Musks have gotten down to \$65@\$70 for amber under the pressure of offerings from various sources. The depression in menthol appears to have run its course and a good many in the trade are looking for a substantial upturn in price, as Japan's situation seems to have improved appreciably. As regards cologne spirits alcohol utilized by nearly all the perfumers and manufacturing chemists, the effort to nationalize all future legislation having to do with prohibition so as to give the least inconvenience to the legitimate manufacturing trade has been watched with the utmost degree of interest. Orris root is somewhat weaker, though rice starches and kindred products show no particular change.

Vanilla Beans

Vanilla bean salesmen started out the year with a notable record of achievement leading, wholesale distributors reporting that their initial week's endeavors resulted in greater sales than the total in six weeks previously. With the exception of further price shading in Bourbon and Tahiti beans the general position of the market has remained steady and the belief has grown that any consumer buying of any consequence would quickly put the market in a much stronger condition. Vanilla is about the only commodity on the list of drug products which did not benefit through war time inflation and they should therefore be the first to respond to consumer buying.

A good deal of optimism is entertained with respect to the immediate outlook of the market. It is pointed out for example that the coming crop of Mexican vanilla which will not be ready until June-July will be about 75 per cent of last year's crop. Old time users who stick to Mexican beans, whether the price is \$4 or \$5 a pound have often heard similar crop shortage reports and are therefore inclined to wait until larger quantities are available for purchase from the primary markets.

Shading of prices for Bourbon vanilla beans has placed them on an unusually attractive price level and if the recent pronounced upward movement in exchange goes for anything the price may soon register an improvement, ranging from 15 to 30 cents a pound. The new crop of Bourbon beans is arriving at Marseilles from the Colonies.

At the new low level of \$1.40 for Tahiti green label vanilla the market is expected to show more life at an early date. Demand for yellow label is not much of a factor at this time.

A Source of Valuable Assistance.

(From Mr. B. F. Adams, American Machinery Co., Inc., 15 Park Row, New York City.)

Please find enclosed \$2 for renewal of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW for one year. In making this renewal I am very pleased to state that your paper has been the source of valuable assistance to me and I could not very readily feel at home without it.

FOREIGN CORRESPONDENCE.

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articles of perfumery, the equivalent in francs is much larger owing to the increased demand for perfumery in the United States. Declared exports from Nice to the United States show these comparisons: 1913, \$1,586,739; 1918, \$891,028; 1919, \$1,583,852.

ITALY.

OLIVE OIL CROP.—Genoa advices say the collection of the olives, although greatly obstructed by bad weather during December, terminated in some Puglian and Sicilian centres, and was initiated in some other parts of Italy, where the fruits mature later. The prices paid for olives at Barletta and Bari were lire 1,800 to lire 2,400 per ton, and in this instance their quality was found to be excellent. Although as a whole the production of olive oil will be small this season, from assertions made in the Italian Chamber of Deputies it appears that it will be sufficient for the demands of the country, and may even permit of certain exports. In the centres of production an "overprice" above that fixed by the Italian Government was demanded, which fluctuated from lire 50 to lire 100. The Government price for olive oil was lire 13,000 per ton throughout the whole month. This price, which treats olive oils of different kinds as if they were only of one quality, meets with great disapproval from producers and consumers.

PARAGUAY.

MAILING OF CATALOGS TO PARAGUAY.—American manufacturers are requested not to send commercial catalogues and other publications to Paraguay by parcels post, since the American consulate in Asuncion is required to pay a heavy tax on each package thus received. Moreover, considerable time is involved in effecting the withdrawal of such parcels from the post office. Consul Balch suggests that all publications be sent as ordinary or registered mail.

PATENTS GRANTED.

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stick exposed, a finger piece projecting laterally from the body of said sleeve, and said main body having a longitudinal open ended slot extending downwardly from its open mouth into which said finger piece may pass to ride therein.

1,363,218. Powder and Rouge Container. Robert Y. Barrows, Rutherford, and George H. Harman, Glen Ridge, N. J. Filed Sept. 10, 1920. Serial No. 409,457. 10 Claims. (Cl. 132-34.) 7. A double compartment case comprising a pair of opposed and pivotally interconnected body members adapted to close one upon the other, each body member providing a compact receiving compartment, one of said body members having an opening in its outer wall, a mirror associated with said latter body member with its reflecting surface exposed through said opening, means for retaining said mirror in place, a removable double faced puff member normally disposed between said compartments and the compacts thereof, said puff-member having a finger-piece extending outwardly from its periphery, the meeting edges of said body members having opposed notches embracing said finger-piece to permit the latter to project exteriorly from the case when the body members are closed together, means embedded in said puff member to render the same resiliently flexible, and said exteriorly projecting end of said finger-piece having a perforate portion for the attachment of a case suspension and carrying means thereto.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.



SOAP AND VEGETABLE OIL MANUFACTURERS PROTEST FORDNEY TARIFF

On Monday, January 10, 1921, a large delegation, representing several large soap-making concerns and houses importing vegetable oils appeared before the Senate Finance Committee in opposition to the duties on cottonseed, coconut, soya bean and peanut oils proposed in the Fordney Tariff Bill. The committee was addressed by Mr. C. Rogers Brown, of Seattle, an importer and a member of the Foreign Commerce Association of the Pacific Coast; Mr. H. M. Smith, of W. R. Grace & Co., who is the president of the Vegetable Oils Association of New York; Dr. Martin H. Ittner, of Colgate & Company of New York; and Mr. S. W. Eckman, president of B. T. Babbitt & Co.

The speakers pointed out that the material from which coconut oil is made is not produced in this country and that the same is true of soya bean oil, except to a very limited extent, so that there would be no direct benefit to any agricultural interest in this country in passing the proposed tariffs, which are designed to be prohibitive. Attention was also called to the fact that in some of its uses coconut oil cannot be replaced by cottonseed oil, and for those purposes would have to be imported whatever the tariff. Moreover, the bulk of the coconut oil is brought in from the Philippines and would not pay any duty.

One of the most telling arguments was that, if America ceased to buy Oriental oils, Europe would be the only customer for those oils and would be able to get them at a much lower price through the withdrawal of our competition for them and would use these oils to a large extent in place of the more expensive cottonseed oil which is now being exported from this country to Europe. Producers of cottonseed oil would thus lose their export market and would have to throw upon the American market the part of their product which is now sold abroad.

The concerns interested in this appearance before the Senate Finance Committee are planning to carry on their opposition to the Fordney Bill and to make a campaign for the retention of fats and oils on the free list when the pending general revision of the tariff is put through. Plans are underway to secure the co-operation of all the concerns interested. Those who have studied the situation are convinced that neither the country at large nor any agricultural interest has anything to gain from duties on those articles. Vigorous efforts will be made to present to Congress the facts on which this view is based.

Texas Potash Property Not Developed.

Although several lakes and basins in Western Texas have been under lease for potash development for more than a year, nothing has been done toward utilizing the potash content of the properties.

SOAP INDUSTRY AND THE TARIFF.

S. W. Eckman, president of B. T. Babbitt, Inc., was a witness before the Senate Finance Committee at the Emergency Tariff Bill hearings. He said that practically every laundry soap maker in the country lost money in the last two years. He spoke of one firm which has been run by four generations failing within the last two months. While Mr. Eckman was talking about soap exported to the Near East, Senator Thomas of Colorado interrupted with:

"But you do not mean to say that the Turks wash?"

"It would surprise you to know," replied Mr. Eckman, "that even the Bolsheviks have ordered a million cakes of soap."

"Do you export to the Eskimos?" put in Senator Penrose.

"No soap whatever," replied the witness.

Mr. Eckman said that the war had resulted in American cottonseed oil being largely used for edible purposes abroad, while the cheaper European oils now went into soap. Before the soap people completed their testimony one of them used the old axiom, "cleanliness is next to godliness."

"Well," remarked Senator Thomas, "I suppose we may put a tariff on godliness before long."

(Additional information regarding tariff matters will be found in our regular Washington report on other pages.)

LEVER BROS. TO ABSORB LINSEED CO.

Lever Brothers Co., soap manufacturers of Cambridge, Mass., have taken the necessary legal steps under the laws of Maine to increase their authorized capitalization from \$12,000,000 to \$150,000,000. The stockholders voted to increase the first preferred stock to 400,000 shares, the "A" preferred stock to 600,000 shares and the common stock to 500,000 shares of a par value of \$100.

The increase in the capital of Lever Brothers, from \$12,000,000 to \$150,000,000, was construed here as a definite step in the plan for a consolidation of American Linseed and Lever Brothers, Ltd., of London, the American company being a subsidiary of the English concern of the same name.

The plan under which Lever Brothers will take over the company calls for the incorporation of a new company in New Jersey. The preferred stock of the American Linseed Co. will be taken in as a first preferred stock in the new company on a share for share basis and the American Linseed common will become a second preferred in the new company on a share for share basis. The stock of the Maine corporation of Lever Brothers would constitute the common stock of the Jersey concern.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.

PROCTER & GAMBLE SANGUINE

Following various stories about the effect of the new Procter & Gamble selling policy the company has issued this statement, which will be read with interest by our readers: "Readjustment of the company's raw materials from war prices to pre-war basis has been practically completed. The company has written down inventories to the present market prices, making proper provision for loss due to shrinkage in values and it confidently expects to go forward upon a normal basis of production. Sales management is confident that the change in the company's selling policy will prove greatly to its advantage and that its earning power, upon resumption of normal buying throughout the country, will be greater than ever before. It is the expectation of the management that dividends upon stock will be continued at the present rate. This statement is made to satisfy many inquiries for information."

FATTY ACIDS FROM PARAFFIN

Through oxidation of paraffin with oxygen in temperatures of 140-150° C. (in some cases up to 200°), C. Kelber some time ago obtained about 25 per cent of volatile products, including all monobasic acids from CH_2O_2 to $\text{C}_{16}\text{H}_{32}\text{O}_2$, and also 90 to 100 per cent of a non-volatile, lard-like product. The report on the examination of the latter has now been published. The product was washed repeatedly with water and then saponified. After the unsaponifiable matter had been removed the acids were re-separated, their ethyl esters fractionally distilled in the vacuum and the acids again separated from the divers fractions. The decomposition of the different fractions was carried out according to the Fachini-Dorta method (crystallization of the potassium salts from acetone), fractionated precipitation of the magnesium salts according to Heintz, the Hehner-Mitchell method for the isolation of the stearic acid, and the Haiduschka-Burger method for the isolation of palmitic acid.

The investigator succeeded in establishing the presence of the following fatty acid individuals: Decanic acid (capric acid), $\text{C}_{10}\text{H}_{20}\text{O}_2$, melting point 28-30° C.; tetradecanic acid (myristic acid), $\text{C}_{14}\text{H}_{28}\text{O}_2$; hexadecanic acid (palmitic acid), $\text{C}_{16}\text{H}_{32}\text{O}_2$, melting point 59-61°; isomeric hexadecanic acid, melting point 36-37° (probably identical with the isopalmitic acid of Bergmann, although the latter gives the melting point as 53.7°); heptadecanic acid, $\text{C}_{17}\text{H}_{34}\text{O}_2$, melting point 57°; octadecanic acid (stearic acid), $\text{C}_{18}\text{H}_{36}\text{O}_2$; eikosan acid (arachidic acid), $\text{C}_{20}\text{H}_{40}\text{O}_2$, melting point 62.5°. It appears probable that the product also contains a nonadecanic acid, $\text{C}_{19}\text{H}_{38}\text{O}_2$, melting point 62.5-63°, and a docosanic acid (behenic acid), $\text{C}_{22}\text{H}_{44}\text{O}_2$, melting point 71-72°.

The products obtained by H. H. Franck seem to resemble those of Kelber, and the latter therefore doubts that Franck worked with the high temperature required for the splitting process. The catalyzers used probably permitted lower temperatures. That fatty acid anhydrides are formed under the conditions applied by Fischer and Schneider is disputed by Kelber, but his observations generally coincide with those of Adolph Gruen. The latter considers it almost incomprehensible that the oxygen affects intact methylene groups, and as equally incomprehensible that the low temperature of the oxidation process causes a splitting of the hydrocarbons. Nevertheless it seems that the splitting

really takes place and that the action of the oxygen is the secondary process.

Kelber, according to his report, observed the following: If paraffin is heated in the oxygen current at 150-160° it takes some time until the "reaction" begins with a positive heat tone. The reaction, however, sets in immediately upon the introduction of the oxygen, if the paraffin is heated without the oxygen current to 150-160° and kept at this temperature for a short time. Whether the oxidation products formed first—perhaps organic peroxides—accelerate the transfer of the oxygen catalytically, or exert an oxidizing action themselves by giving up their active oxygen, or whether both of these processes take place simultaneously with others is still to be demonstrated.—*Chemische Umschau*, Vol. XXI, No. 10.

NEW HIGH PRESSURE FILTER PRESS

A new press for "ultra-filtration on a large scale" is described by G. Schmitt in the *Chemiker-Zeitung*. The principal parts of this press are ring-shaped wire nets which are fastened around a coarsely perforated cylinder of sheet iron in such a manner that they can be tightened or loosened with the aid of a screw-nut. This arrangement permits the change of the size of the pores at will. The cylinder contains an endless screw which scrapes the sludge from the interior walls and ejects it. The filtration is accomplished under pressure through the layer of mucilage that remains stationary between the outer edge of the endless screw and the filtering surface and forms a filter-bed. It is claimed that the new press can be used for many different purposes of the oil industry. With this invention, according to statements published, train-oils may be freed from acids and vegetable oils from albuminous substances, mucin and impurities. Even the pressing of rape-seed under a pressure of 300 atmospheres is said to be possible with the new machine.

NOTES OF THE WORLD SOAP MARKET

Argentina in 1913 obtained 47,100 tons of washing soaps from Germany, in 1914 17,700 tons, and in 1915 still 1,500 tons. In 1916 the South American republic bought 18,500 tons of soap from France, 84,100 tons (principally Lever soap) from England, and 15,400 tons from the United States.

Japan's import of toilet soaps from England and the United States of America has been tripled during the last few years, while the import of washing soap was reduced to less than half of the former quantity. The Japanese soap export grows constantly and goes principally to China and to the United States. China today gets three-quarters of the soap it requires from Japan.

On the island of Ceylon a large soap industry, with the native coconut oil as raw material, is about to be organized.—*Chemische Umschau*.

SOAP INDUSTRY FLOURISHES.

Charles S. Pearce, vice-president of the Palmolive Co., Milwaukee, says about soap conditions: "The outlook for 1921 is regarded with optimism. While business the first few months will probably be dull, the encouraging factor is that stocks of retailers and jobbers have been almost exhausted and the natural consumption will force buying. "Competition will undoubtedly be very keen during the coming year and the full force of selling and advertising concentration will be necessary for any manufacturer who expects to retain his share of business."

THE SYNTHESIS OF FATS*

By W. Fahrion

In an article on this subject I said: "Edible fats cannot be expected from synthetic fatty acids. We have no method for the technical production of glycerine, and the esterification of the fatty acids on the other hand is a difficult and uncertain proposition."

This has not been understood quite right by an unnamed writer in the *Tropical Planter*. He applies the first sentence erroneously only to the fatty acids obtained by the Harries method, while it should be applied generally. The writer could have seen this from my remark: "Because of the fact that the natural fats are complicated compounds of so-called mixed glycerides which are not all known to us and the synthesis of which presents special difficulties."

Beef tallow consists of stearic acid, palmitic acid, oleic acid and glycerine. Even if we were able to produce these three fatty acids synthetically in any desired quantity, and if we had sufficient quantities of glycerine for their esterification we would not be able to produce tallow. The former theory that tallow consists of tristearin, tripalmitin and triolein has been disproved long ago. There is no doubt today that tallow contains these three glycerides only in very small quantities, and that it consists mainly of mixed glycerides. In the first place seven of these compound glycerides are possible in the present case: distearopalmitin, distearoolein, dipalmitostearin, dipalmitoolein, dioleostearin, dioleopalmitin and stearopalmitoolein. But according to the bond of one or the other fatty acid with the carbon atom of the glycerine six of the mentioned seven glycerides may exist in two isomere modifications, and one even in three. This means that fifteen mixed glycerides may be contained in tallow. The analytical separation of the compound glycerides is extremely difficult, and the question which ones of the mentioned glycerides are contained in tallow, and in what quantities, therefore remains largely unsolved.

In accordance with the teleological principle ruling in nature we have to assume that the animal and vegetable fats are built up according to certain laws which find expression in the composition of the finished fat. We know that the external temperature plays an important part in this connection. The fat of the whale living in the polar seas is liquid, while that of the cattle living in the temperate and torrid zones is solid. Furthermore, the beef tallow from different parts of the body of the animal has a different composition. The nearer the tallow is to the inner part of the body the lower its iodine number becomes.

The fats from the seeds of our oil plants are liquid and those of the tropical plants solid. In regard to the methods which enable the animal and vegetable body to build up certain fats for certain purposes, and in regard to the laws governing the composition of the natural fats we know almost nothing. Little is gained with the idea of a ferment. It may be held, however, that all glycerides are equally digestible and that the glycerin is entirely unnecessary, because it has been proved that glycol and ethyl esters, and even free fatty

acids may be digested also. But the first part of this theory has not been proved definitely and digestive experiments with glycerides and other esters of synthetic fatty acids have never been undertaken, as far as I know.

It is well known that the natural fats, in addition to the glycerides, also contain certain accompanying substances, for instance the unsaponifiable alcohols. It is not improbable that these are likewise of some nutritive importance. From the example of the vitamine we know that a substance may be very important for the nutrition, in spite of its small quantity. The taste and smell of the foodstuffs, which undoubtedly influence the digestibility to a considerable extent, also often depend upon apparently immaterial accompanying substances.

Notwithstanding these facts I would like to modify the thesis that the synthetical production of edible fats cannot be expected by adding: "for the present." Like others I hope that the time will come when my thesis will no longer be valid. The sooner this time arrives the better it will be for us. I believe that greater speed in this direction will be reached when science brings us nearer to the nature of the synthesis of animal and vegetable fats.

The unnamed writer in the *Tropical Planter* informs me that we have a method for the technical production of glycerin, namely that from sugar. That this is nothing new he might have learned from my article, because in it I remarked that during the war a method for the technical production of glycerin from formaldehyde would have been highly desirable for us, and "that the production of glycerin from sugar accomplished in Germany cannot be considered a synthesis, but is in fact a decomposition."

Synthesis in the narrower sense is the building up of a chemical combination from substances of a more simple construction. That the production of protoglycerin does not belong to this class of chemical processes is shown by the following table:

	Formula	Total number of atoms	No. of carbon atoms
Formaldehyde	C H ₂ O	4	1
Acetylene	C ₂ H ₂	4	2
Glycerin	C ₃ H ₈ O ₃	14	3
Dextrose	C ₆ H ₁₂ O ₆	24	6
Cane sugar	C ₁₂ H ₂₂ O ₁₁	45	12

"Synthesis" and "technical production" are not the same thing and the raw material is of secondary importance, as long as the process pays. The profitability of the enzyme method did not matter during the war, because of the fact that the glycerin was absolutely necessary for military purposes. It has never been told how much the war department paid for a kilogram of enzyme glycerin. A responsible firm, however, gives the enzyme yield as 20-25%. This means that there are four kilograms of sugar in every kilogram of glycerin. From another side it is stated that 72,000 tons of sugar were used annually for enzyme glycerin. That these

*From *Chemische Umschau*, vol. XXVII, Nr. 4.

enormous quantities of sugar are more necessary for food purposes now and that the enzyme production ended with the war hardly has to be mentioned. This justifies the statement that we had a method for the technical production of glycerin, but have it no longer. As far as the production of glycerin from sugar is concerned, this will probably remain true for some time, but as stated above—I also hope that my view will be disproved some day. The sooner the better. Theories for a real synthesis of glycerin have been advanced repeatedly, but so far not one of them has turned out to be the practical.

CORN OIL HAS BIG FUTURE.

In an exhaustive pamphlet dealing with the production and utilization of corn oil in the United States, A. F. Sievers, conductor of chemicals, biologist, drug, poisonous and oil plant investigations for the Government, points out that the production of corn oil, practiced for perhaps a quarter of a century, is now being largely sold to refiners, soap makers, brokers, and in many instances to bakers. Large refiners in order to have sufficient supplies to keep pace with the demand for choice quality product have found it profitable to buy a considerable quantity of the crude oil and refine it in addition to their own production. Those producers who market the refined oil as package goods for the retail trade find this practice especially desirable in order to supply demands created by intensive advertising.

Corn oil has been used to a great extent for most technical purposes for which other vegetable oils are used. Its use in the preparation of rubber substitutes is large, but the principal use for the lower grades which cannot be refined, except at a large loss, is in soap making. The oil is very well adapted for making soft soap, but it is not so suitable for the harder and better quality of soaps. The foots obtained by refining the crude oil are, of course, used exclusively in soap making. Corn oil also has a limit application in the manufacture of lubricants, for which purpose it is often mixed with blown rape oil and mineral oil.

When first produced in marketable quantities, corn oil was exclusively used for technical purposes, but as refining methods improved and demands for edible oils increased, the oil was diverted to edible purposes until at the present time 75 per cent of the total output is utilized in that way. Producers are confident that eventually all of the corn oil of good quality can be used for edible purposes.

Among the interesting high lights touched upon in this treatise are included the origin of the corn oil industry, degerminating corn, methods of degermination used, expelling the oil from corn germs handling and disposing of the crude oil and cake, buying and shipping corn germs, utilization of corn oil, effect of color and condition of the corn on the yield and character of the oil, a comparison of the oil production operation in different mills, economics of corn oil production, cost of expelling corn oil, and the future of corn oil.

An effort to determine as nearly as possible the actual cost of producing corn oil, based on the cost of equipment and of operating same, is highly illuminating. "So far as can be concluded, from the survey of the industry," winds up the report, "corn oil appears to have established itself as a satisfactory product for which there will be a steady demand. That the oil can always be produced is assured by virtue of the fact that it is a by-product of the manu-

facture of certain staple corn products, and it is only in case of an over-production of fats and oil that it might be discontinued and the germs disposed of as feed."

PREPARATION OF FATTY ACIDS FOR SOAP-MAKING FROM HEAVY HYDROCARBONS.

According to Ubbelohde and Eisenstein, paraffin undergoes extensive decomposition under the influence of oxygen or air at temperatures inferior to 200° C. The reaction occurs already at 100° C., but proceeds very slowly, though it can be accelerated by the presence of such catalysts as finely divided manganese dioxide or manganese stearate. The addition of 1 per cent. of the latter quickly results in the formation of a nearly colorless product, having a saponification value of 198. The yield is 83 per cent., and the odor and appearance resemble those of coconut oil. The reaction proceeds by the formation of manganous hydroxide, which absorbs a surplus of hydroxyl groups, the liberated hydrogen atoms combining with water to form hydrogen peroxide, whilst the manganese is precipitated as hydrated dioxide which, in turn, reacts with the fatty acids to form manganese stearate, oxygen being set at liberty. These reactions need the presence of water, the optimum quantity being 2½ per cent. The authors have succeeded in transforming solid paraffin in 12 hours into a product with the saponification value 200, containing only 18-20 per cent. of unsaponifiable constituents and suitable for making hard and soft soaps. Under the process, Galician paraffin gives, in 12 hours, a product with the saponification index 208; brown-coal paraffin, in the same time, one with the value 206; shale oil, in 19 hours, a product of saponification value 146; Roumanian oil, one with the value 141; and Pechelbronn distillate, one with the value 77.

DETERMINATION OF ROSIN IN SOAP.

Maurantonium in *Matières Grasses* recommends digesting 10 grams of the finely shredded soap with 150 c.c. of anhydrous acetone in a 300 c.c. flask on the water-bath and under a reflux condenser, the mass being pressed out with the head of a glass rod and boiled up again. The mixture is transferred to a filter tube in a Soxhlet apparatus, and extracted with more acetone until the residue gives merely a faint rosin reaction with glacial acetic acid and a few drops of concentrated sulphuric acid. The whole operation is repeated until this test gives a negative result. The amber-colored extract is then cooled and filtered, the soap being washed on the filter. On distilling off the solvent, the residue is boiled with 30 c.c. of acetone, crushed down once more, boiled up again, and when cooled, passed through the same filter, the residue being carefully washed with cold acetone. The filtrate and washings are placed in a tared flask and distilled, and the weight of residue in the flask, multiplied by 10, gives the percentage of sodium resinate in the soap. By deducting 7 per cent. from this—12 per cent. in the case of soft soap—the proportion of rosin in the soap is obtained.

Vegetable Oil Association Formed in New York.

The Vegetable Oil Association of New York was organized in this city January 2 to protect importers and others from a tariff on imported oils, with H. Mart Smith, of W. R. Grace & Co., Hanover Square, as president, and I. R. Boody, of Balfour Williams & Co., as secretary and treasurer.

SOAP EXPORTS FOR NOVEMBER.

Following shows the exports of soap during November from the port of New York, which handles the bulk of these exports:

Toilet Soap.—Azores, \$78; Belgium, \$369; Bulgaria, \$39; Denmark, \$864; Finland, \$618; France, \$4,690; Germany, \$48; Greece, \$776; Italy, \$3,799; Netherlands, \$5,030; Norway, \$311; Roumania, \$130; Russia in Europe, \$440; Spain, \$2,372; Turkey in Europe, \$11; England, \$22,529; Scotland, \$32; Burmah, \$469; British Honduras, \$1,175; Canada, \$2; Costa Rica, \$882; Guatemala, \$1,098; Honduras, \$988; Nicaragua, \$507; Panama, \$9,247; Salvador, \$1,355; Mexico, \$12,055; Newfoundland, \$367; Barbados, \$357; Jamaica, \$3,525; Trinidad, \$1,213; British West Indies, \$493; Cuba, \$93,165; Danish West Indies, \$743; Dutch West Indies, \$118; Haiti, \$2,248; Santo Domingo, \$8,265; Argentina, \$39,925; Bolivia, \$1,422; Brazil, \$10,161; Chile, \$13,462; Colombia, \$7,680; Ecuador, \$9,675; British Guiana, \$631; Dutch Guiana, \$1,123; French Guiana, \$71; Paraguay, \$35; Peru, \$23,700; Uruguay, \$4,626; Venezuela, \$2,643; China, \$8,735; British India, \$5,034; Straits Settlements, \$1,270; British East Indies, \$67; Dutch East Indies, \$1,658; Hongkong, \$5,819; Japan, \$5,239; Turkey in Asia \$3; Austria, \$4,622; New Zealand, \$8,148; British Oceania, \$50; Philippine Islands, \$25,248; Belgian Kongo, \$88; British South Africa, \$4,620; Canary Islands, \$202; French Africa, \$58; Egypt, \$3,231; Poland, \$6,116; total, \$376,375.

Other Soap.—Belgium, 75,734 lbs., \$1,285; Denmark, 1,025 lbs., \$164; Finland, 1,726 lbs., \$160; France, 358 lbs., \$41; Germany, 15,998 lbs., \$1,753; Italy, 203,032 lbs., \$29,618; Netherlands, 4,000 lbs., \$450; Norway, 29,446 lbs., \$3,493; Roumania, 62,000 lbs., \$8,500; Russia in Europe, 18,600 lbs., \$2,250; Turkey in Europe, 1,293 lbs., \$189; England, 120 lbs., \$10; Scotland, 99,000 lbs., \$10,427; Burmah, \$16,385 lbs., \$1,870; British Honduras, 18,150 lbs., \$2,112; Costa Rica, 2,858 lbs., \$578; Guatemala, 6,283 lbs., \$836; Honduras, 1,800 lbs., \$171; Nicaragua, 1,384 lbs., \$211; Panama, 175,364 lbs., \$13,786; Salvador, 553 lbs., \$55; Mexico, 1,750,558 lbs., \$182,238; Newfoundland, 250 lbs., \$14; Barbados, 1,098 lbs., \$106; Jamaica, 69,410 lbs., \$6,743; British West Indies, 13,114 lbs., \$1,530; Cuba, 800,347 lbs., \$95,194; Danish West Indies, 11,302 lbs., \$1,285; Dutch West Indies, 1,310 lbs., \$140; French West Indies, 2,200 lbs., \$242; Haiti, 379,436 lbs., \$46,913; Santo Domingo, 283,524 lbs., \$34,628; Argentina, 169,432 lbs., \$16,513; Bolivia, 6,009 lbs., \$1,092; Brazil, 19,868 lbs., \$1,988; Chile, 14,595 lbs., \$1,657; Colombia, 27,160 lbs., \$3,075; Ecuador, 89,780 lbs., \$6,790; British Guiana, 768 lbs., \$75; Dutch Guiana, 3,950 lbs., \$478; French Guiana, 7,050 lbs., \$694; Peru, 643 lbs., \$76; Uruguay, 3,000 lbs., \$608; Venezuela, 375 lbs., \$24; Hongkong, 18,000 lbs., \$1,800; Australia, 2,710 lbs., \$940; New Zealand, 34,180 lbs., \$2,619; Philippine Islands 36,458 lbs., \$4,783; Belgian Kongo, 669 lbs., \$101; British West Africa, 550 lbs., \$89; British South Africa, 1,161 lbs., \$121; Canary Islands, 10,000 lbs., \$1,050; Liberia, 343 lbs., \$46; Port Africa, 180 lbs., \$37; Egypt, 1,080 lbs., \$204; Poland, 192,000 lbs., \$19,160; Yugo, 32,000 lbs., \$2,825; total, 4,720,489 lbs., \$513,837.

New Oil Products Company Starting.

Vegetable Oil Products Company, which was recently organized at Seattle, Wash., with a capital stock of \$400,000, is preparing to engage in the refining of vegetable oils on a large scale for the manufacture of edible oils, soap and soap products. A building with rail and water connections is being equipped. P. H. Holdsworth is president, H. M. Casey is vice-president and Edward T. Ness is secretary-treasurer.

Opposition to Vegetable Oil Tariff.

The emergency tariff bill, which carries a duty of 26 cents per gallon on peanut oil and 20 cents per gallon on cottonseed, coconut, and soya bean oil, has passed the House of Representatives, but there was a fight on the floor of the Senate and the bill was referred to the Committee on Finance. Considerable opposition has developed in the upper house and the general belief in Washington is that the bill will not become law.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

tion for the next six months or so are predicting a revival of activity after that date. Just now selling levels are in many instances below actual cost of replacement. The low rates of exchange has been militating to some extent against the development of export business, but it is believed this situation will improve in the course of the next few weeks. Despite restricted production of crude corn oil this market was in easy shape. The fact that linsed, pure lard, tallow and stearine are now rounding the corner has made for a more encouraging feeling as to vegetable oils used in the soap trade.

Industrial Chemicals.

Indications are not wanting that the long period of liquidation that has been witnessed in the market for industrial chemicals utilized by soap makers is nearly at an end. There has developed a decidedly stronger situation in quite a few directions and it is believed that the point has been reached where purchases for anticipatory requirements for 1921 has been reached. Under the leadership of caustic soda and soda ash, the two big barometers of the chemical trade, a tone of increased confidence has been injected into the general market position because resale stocks have been cleared off in fairly large quantity. While producers of alkali products such as caustic and ash report that their production for next season has been sold to the extent of 50 per cent, the fact that a large proportion of plant capacity is idle has operated against the development of any broad optimistic feeling as regards the immediate outlook. The actual position of caustic soda is firm, however, with standard brands quoted at \$3.75 a hundred basis 60 per cent, while soda ash is holding at 1.82½@1.90 per 100 pounds basis of 48 per cent works. Producers report progress in the matter of new contract business in sulphuric acid over 1921 with first hands quoting 60 degrees acid at \$15 per ton in tank cars for prompt shipment, while for forward shipment over the year, \$11@12 has been done. For 66 degrees sulphuric acid in tank cars \$21@23 is quoted for prompt shipment, while oleum is held within the range of \$21@24, depending on delivery.

Carbonate of potash has worked decidedly lower under pressure of imported supplies from Germany and the same is true with respect to caustic potash. Boraxes are meeting with normal trade demands with the market showing a reduction in keeping with the desire of producers to stimulate normal consumption.

Other Soap Materials.

Substantial improvement in the naval stores outlook stood out conspicuously because stocks have been depleted sharply at a time when there is little or no activity in Southern camps, gum stills being only operated to a small fraction of normal, while wood stills are entirely suspended. With no prospect of renewed production on an active scale until Spring there has been a rising tide of optimism in these products and spirited buying is anticipated.

The formation of a new \$2,000,000 export naval stores organization known as the Atlantic & Gulf Export Co., including upwards of 100 naval stores firms with pledged sales of over 300,000 barrels of rosins is expected to go a long ways towards improving the outlook.

MARKET FOR SOAP IN CHINA.

The soap factories in China push the sale of their wares by advancing soap to the shops and collecting the money only when the goods have been sold. In this way the stores are well supplied with native chops or brands, and for this reason the native dealer prefers to deal with the factories direct. The foreign firms selling soap to the Chinese demand cash in advance.

The high price of foreign soaps has also adversely affected foreign business to a large extent, as the native soaps are offered at much lower prices. The average price of native carton soaps in Hankow is about 3 taels (\$3.18) per case of 70 double tablets, the average for unwrapped tablet soap being about \$2.50 Mexican (\$1.86), and for bar soap \$2.70 Mexican (\$2.01) per case of 20 bars.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this Journal)

TALLOW.

(Written specially for this Journal)

With the turn of the year, buying of tallow was resumed, which resulted in an advance in prices of, say, $\frac{1}{4}$ - $\frac{1}{2}$ c. per lb. for tallow of a grade equaling New York special. Yet the latest actual sale of New York special, made during the first week of this year, was at $6\frac{1}{4}$ c., with no further transactions, as buyers have refrained from bidding for the actual New York special, preferring outside goods of similar quality at the small advance, doing so probably with the intention of holding down the contract deliveries which are based on the New York special tallow price.

While this moderate advance is encouraging to producers who have seen only constantly declining prices during the latter part of last year, nevertheless the upward reaction should be greater; but the largest soap manufacturers—in this region especially—are more or less independent of additional supplies unless obtainable at what they deem fair prices. They, therefore, are unlikely to follow any considerable further advance, and we need not yet feel sanguine that we are to have $7\frac{1}{2}$ -8c. New York special tallow during the next thirty days.

There are still considerable stocks in the hands of holders who refused to sell during December. These must be liquidated; and not until the soap business in general becomes better and a new buying movement sets in, is it likely that we shall have the full reaction from the late low point to which the market will then be entitled.

January 18, 1921.

TOBIAS T. PERGAMENT.

GLYCERINE.

(Written specially for this Journal)

During the last two weeks in December, the Glycerine market was very quiet. Chemically Pure declined to 20c., as a general quotation, but that price was said to have been discounted in several directions. About ten days ago an inquiry for a round quantity of Chemically Pure Glycerine appeared, and developed into business, and as a result there came a demand from refiners for Crude, and as this could only be obtained in small quantities, Dynamite was taken to fill out. In consequence of the activity incidental to the placing of the order named, an advance in price of all grades has occurred. Dynamite moved from 16c. up to $17\frac{1}{2}$ c., and Chemically Pure has now been advanced to 22c. by some of the refiners, although others are quoting 21c. There is an improvement in the current demand for Chemically Pure, and there is also more inquiry for Dynamite, and it seems that the Glycerine market is in a fair way to a better basis. It has been demonstrated that with a very small demand the article can quickly advance, and if the buying which has been in effect is maintained, and the interest which is shown in futures proves to be real, we shall expect the article to continue to move up until it gets to its real value, which is now several cents per pound higher. The production being so small, on account

of the restricted output of soap, little, if any, surplus can accumulate.

January 18, 1921.

W. H. STOFFORD.

VEGETABLE OILS.

Movements of vegetable oil products are largely against contracts previously placed. It is axiomatic that consumers will not operate on a falling market and nothing has as yet been injected into the general situation which would warrant any departure from the hand to mouth condition of purchases. In the absence of normal purchasing power there are marked declines throughout the market and the situation now is such that six months from now prices may either look ridiculous or decidedly attractive. Prospects for the coming year are largely interwoven with what action Congress takes in the matter of protecting such articles as cottonseed oil, peanut oil and soya bean oils. Those interests who are able to maintain the present posi-

(Continued on preceding page)

SOAP MATERIALS.

Tallow and Grease.

Tallow, New York, Special $6\frac{1}{4}$ c. Edible, New York, 9c. Prime Packers, Chicago, —@—c. Edible, Chicago, —@—c. Yellow grease, New York, $4\frac{1}{2}$ @ $4\frac{3}{4}$ c. Brown grease, New York, $4\frac{1}{2}$ @ $4\frac{3}{4}$ c. Yellow grease, Chicago, —@—c. Brown grease, Chicago, —@—c.
Rosin—Savannah, January 17, 1921.

Common to good.....	\$9.00	I.....	\$9.00
D.....	9.00	K.....	9.00
E.....	9.00	M.....	9.00
F.....	9.00	N.....	9.25
G.....	9.00	W. G.....	9.50
H.....	9.00	W. W.....	9.75

Starch, Pearl, per 100 lbs.....	\$2.83
Starch, powdered, per 100 lbs.....	2.93
Stearic acid, single pressed per lb.....	12 $\frac{3}{4}$ c.
Stearic acid, double pressed, per lb.....	13 $\frac{1}{4}$ c.
Stearic acid, triple pressed, per lb.....	14 @15c.
Glycerine, C. P., per lb.....	19 @20c.
Glycerine, dynamite, per lb.....	16 @16 $\frac{1}{2}$ c.
Soap lye, crude, 80 per cent, loose, per lb...	8 $\frac{1}{2}$ @ 9c.
Soap lye, saponification, 80 per cent, loose, per lb.....	10 @10 $\frac{1}{2}$ c.

Oils.

Coconut, edible, per lb.....	11 @11 $\frac{1}{2}$ c.
Coconut, Cochiti, Dom., per lb.....	12 $\frac{1}{2}$ @13c.
Coconut, Ceylon, Dom., per lb.....	11 $\frac{1}{2}$ @12c.
Palm, Lagos, per lb.....	7 $\frac{3}{4}$ @ 8c.
Palm, Niger, per lb.....	7 $\frac{1}{4}$ @ 7 $\frac{1}{2}$ c.
Palm, kernel, per lb., nominal.....	12 @12 $\frac{1}{2}$ c.
Cotton, crude, per lb., f. o. b. mill.....	\$6.25
Cotton, prime summer yellow.....	8.70@ 8.90
Soya Bean, per lb. (edible).....	11 @11 $\frac{1}{2}$ c.
Corn, crude, per gal.....	8 @ 8 $\frac{1}{4}$ c.
Corn, refined, per lb.....	11 @12 $\frac{1}{2}$ c.
Castor, No. 1, per lb.....	11 @12c.
Castor, No. 3, per lb.....	10 $\frac{1}{2}$ @11c.
Peanut, crude, per lb.....	7 $\frac{1}{2}$ @ 8c.
Peanut, refined, per lb.....	11 $\frac{1}{2}$ @12c.
Olive, denatured, per gal.....	\$2.50
Olive Foots, prime green, per lb.....	9 $\frac{1}{2}$ @10c.

Chemicals.

Soda, caustic, 76 per cent, per 100 lbs.....	\$3.75@ \$3.90
Soda Ash, 58 per cent, per 100 lbs.....	2.00@ 2.15
Potash, caustic, 88@92 per cent, per lb., f. o. b. Works.....	14 @16c.
Potash, caustic, 70@75 per cent, per lb., f. o. b. Works.....	12 @16c.
Potash, carbonate, 80@85 per cent, per lb., New York.....	10 @10 $\frac{1}{2}$ c.
Salt, common, fine, per 100 lbs.....	nominal
Sulphuric Acid, 60° per cent, per ton.....	\$15.00@\$16.00
Sulphuric Acid, 66° per cent, per ton.....	21.00@ 23.00
Borax, crystals, per lb.....	6 $\frac{3}{4}$ @ 7 $\frac{1}{4}$ c.
Borax, granular, per lb.....	7 @ 7 $\frac{1}{4}$ c.
Zinc Oxide, American, lead free, per lb.....	9 $\frac{1}{2}$ @10 $\frac{1}{2}$ c.

Terpineol Message No. 2

Our Success

is not of mushroom
growth - it is based on

Just Price and
Matchless Quality.

We have only one grade

TERPINEOL

the highest grade.

This quality will be
jealously maintained!

Essential Oil Specialties Co.
Philadelphia, Pa.
U. S. A.

FLORASYNTH LABORATORIES, Inc.

EXECUTIVE OFFICES AND WORKS
UNIONPORT, NEW YORK

BENZYL BENZOATE

FOR
MEDICINAL
AND
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ISO BUTYL PHENYL ACETATE

NEW ESTER OF JACINTH-
ROSE CHARACTER, FOR
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ANISIC ALDEHYDE PURE

BENZALDEHYDE F. F. C.

CINNAMIC ALCOHOL

CINNAMIC ALDEHYDE F. F. C.

CITRAL PURE

CITRONELLOL (Dextro) and Esters

GERANIOL PURE and Esters

EUGENOL PURE

HELIOTROPIN C. P.

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METHYL ANTHRANILATE PURE

RHODINOL PURE and Esters

RESINOL OAK MOSS

TERPENYL ACETATE and other Esters

ISO BUTYL INDOL

A Powerful Organic Product

WILL NOT DISCOLOR

ISO BUTYL BENZOATE

AND
ISO BUTYL SALICYLATE

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CREATIONS, TREFLE &
ORIENTAL BOUQUETS



AROMATIC CHEMICALS—ETHERS—ESSENTIAL OILS

IMPORTERS—MANUFACTURERS—EXPORTERS



BONDS

SAVE TIME—SAVE WORRY—SAVE TROUBLE

Nothing To Do But Sign Your Name

I prepare all bonds, application for permit and all other necessary Government forms, ready for your signature.

I Take Care of All **RED TAPE** You Sign Your Name

Ten thousand users of alcohol have sought my services.

For three years past I have specialized in this business of alcohol bonds.

I reduce the matter to the mere signing of names of my patrons.

Don't trust the important work of drafting your applications for permit to anyone not thoroughly posted on the laws and regulations.

Don't buy your bond of any man not qualified to prepare all applications and bonds, ready for your signature.

I Charge Same Price For Bonds That Others Charge

NO CHARGE FOR SERVICE

10,000 CUSTOMERS 10,000

Business in every State in the Union

H. W. Eddy

THE BOND MAN

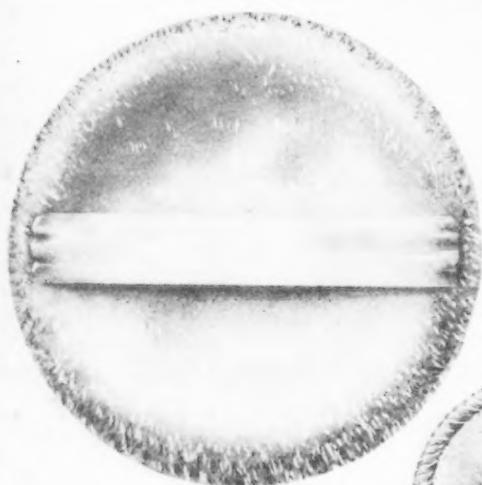
St. Louis, Mo.

H. W. EDDY,
St. Louis, Mo.

Dear Sir:—Because you will prepare all of our Government forms, bond, application for permit, supplementary application and any and all other declarations, ready for our signature, so we will make no charge for the service, and that your profit is derived from the sale of the bond. We realize that this class of service is what we need with your business, so send us the list of questions which is applicable to our business, and we will answer the questions so you can thus enable us to get all the privileges we want to enjoy.

CUT OUT AND MAIL TODAY
APPLICATION BLANK

(Sign firm name on above line)
By No. City State
A. P. & E. O.
10-20



AS TO PUFFS

We manufacture the NEWEST, PRACTICAL AND MOST ATTRACTIVE, GENUINE LAMBSKIN Vanity Puff. The use of Genuine Lambskin for Vanity Puffs is a creation of our own and we are indeed proud of it. Lambskin possesses many advantages over any other puff. It is flexible, smooth and velvety insuring a uniform application of rouge or powder—and fits into any metal Vanity rouge box. We treat the skins with approved antiseptics rendering them absolutely hygienic.

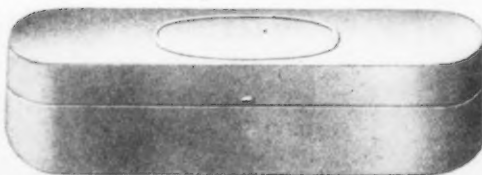
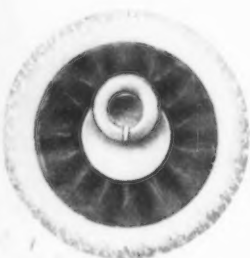
DO NOT BE MISLED—NONE OF THE PUFFS WE MANUFACTURE IS PATENTED—OUR GUARANTEE OF PROTECTION WITH EVERY SALE.

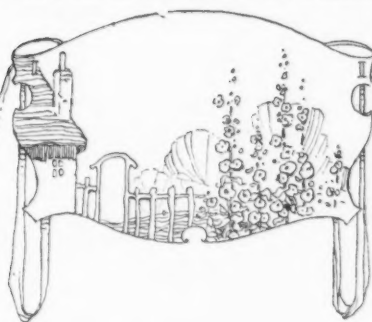
AS TO BOXES

We manufacture a fine line of Brass Vanity boxes. Slip Cover and hinged, single or double, all finishes, and design.

We send samples on application.

PALLAS MFG. CO., Inc.
87 Greene St.
New York





TH. MUHLETHALER CO., LTD.

NYON, SUISSE

Swiss firm founded in 1899

AMBRETTOL

AMONG artificial musks, there is one which is commonly accepted as the standard by which all others are judged, namely: Ambrettol Muhlethaler. It is pre-eminent as a fixateur. We have it in stock for immediate delivery.

SAMPLE AND PRICE SENT
PROMPTLY ON REQUEST

CHRISTO CHRISTOFF

KAZANLIK, BULGARIA

Manufacturer of the Finest Grade Otto of Rose



CHRISTOFF'S OTTO OF ROSE

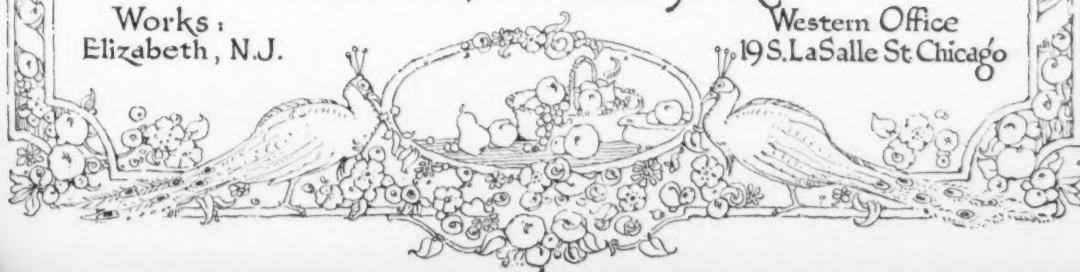
PRICE AND SAMPLE
ON APPLICATION

Exclusive American Agents:

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118 East 27th St., New York

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19 S. LaSalle St Chicago





PREEMINENCE

in design, quality and utility. These features dominate our finely hand-made paper boxes. Let us blend these dominant features of our finely hand-made paper boxes with the requirements of your products.

Let us supply the essential external emphasis.

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MANUFACTURERS
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BROOKLYN. N. Y.

WESTERN REPRESENTATIVES:
McBRADY BROS. SALES CORP.
8 S. DEARBORN ST. CHICAGO

Universal Electric Filler and Weigher For Talcum and Face Powder

This machine will fill any powder—light or heavy—without regard to its nature—into any style container. **Especially adapted to moderate size plants.**

For larger plants the **Model K-2** Machine is used.

Our “**Little Wonder**” **Gravity Scale** is designed for **bath salts** and other free-flowing materials

Consult our engineering staff for the solution of your special problems.



MODEL G-1 TYPE

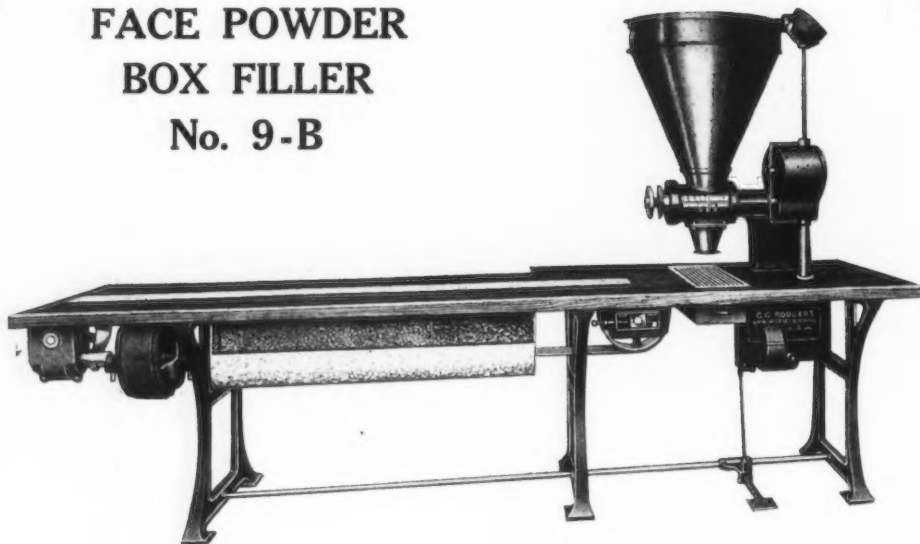
AMERICAN MACHINERY COMPANY, Inc.

330-342 N. 12th Street, Philadelphia, Pa.

Eastern Representative, B. F. Adams,

15 Park Row, New York, N. Y.

FACE POWDER BOX FILLER No. 9-B



THE NEW WAY CLIPS



For Collapsible Tubes

The Clip that does not cut the tube.

Has an inside corrugation that absolutely prevents leakage.

Made in the following standard sizes:

No. 0 $\frac{3}{8}$ "	No. 4 1"
" 1 $\frac{1}{2}$ "	" 4a $1\frac{1}{8}$ "
" 2 $\frac{5}{8}$ "	" 5 $1\frac{1}{4}$ "
" 3 $\frac{3}{4}$ "	" 6 $1\frac{1}{2}$ "
" 3a $\frac{7}{8}$ "	" 7 $1\frac{3}{4}$ "
No. 8 2"	

RECORDING CLIP

Date your tube clips, without extra cost, when you fill your tubes. Improper replacement claims will thus be eliminated.



Hand and Power CRIMPING MACHINES

GEORGE G. RODGERS

—EST. 1891—

Springfield, O.

Maker of Machines for Toilet Preparations

Aluminum

vs.

Opal Glass Cream Jars



Full Size—2½ Oz. Capacity
Also Furnished 3¼ Oz. Capacity

One of the largest and most progressive toilet goods manufacturers has adopted this jar because it is handsome, durable, eliminates breakage in shipment and reduces shipping weights materially.

How about you?



Metal Compact Boxes

Single or Double

Hinged or Slip Cover
Gilt, Nickel or Gold-Plated

Lip-Stick and Eye-Brow Tubes

Aluminum Caps

Write us regarding any special or stock design and prices.

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FLAT AND PLAITED

ALL SIZES



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FOR OILS AND SYRUPS

QUALITY EF
FOR ALCOHOL

WOOL and DOWN PUFFS

Vanity and Serviettes Styles

ALL SIZES IN STOCK

Made in France

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Manufacturer of Exclusive Perfume Materials

280 PEARL STREET

NEW YORK

ORIENTAL BOUQUET NOVELTIES

and

CONCENTRATED FLOWER OILS

for

PERFUMES, TOILET WATER, POWDERS, CREAMS, LOTIONS, SOAPS,
HAIR TONICS, ETC.

A Few Synthetic Specialties

Oil Eau de Quinine, Reg. \$6.00 per lb.
½ oz. to gal., 50% Spirits.

Oil Lilac G. \$5.00 per lb.
For Vanishing Cream.

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Oil Lilac Supreme. \$50.00 per lb.
A base for highest class Extracts and
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Oil Lily of Valley Ext. \$32.00 per lb.
For Extracts and Toilet Waters. True to
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Oil Trailing Arbutus. \$32.00 per lb.
Very Popular. Sweet and Lasting.

Also Offer

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Locust Blossom, Rose Jacque, Rose Savon, Oriental Savon, Chypre, Egyptian
Dream, Peggy, Eau de Quinine Extra, Oil Rose Supreme.

Odors of any special type furnished. Your inquiries solicited.

Natural Liquid Concrete Flower Oils in Original 1 lb. Packages.

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Perfumes, Creams (cold, vanishing, rolling massage, liquid and shaving),
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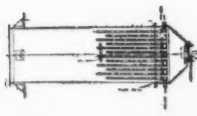


PASSAIC METAL WARE
=====COMPANY=====

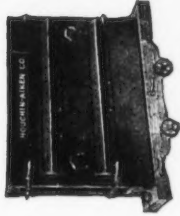
PASSAIC, NEW JERSEY

Manufacturers of Decorated Talcum and Toilet Powder Cans and Boxes of various sizes and shapes, as well as a general line of Decorated and Plain Cans and Boxes for many purposes.

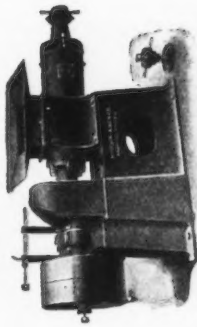
This company, because of its organization, equipment and experience, makes superior goods and renders superior service with all that this implies.



ACME Remelter.



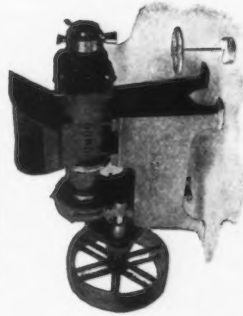
STANDARD Soap Frame.



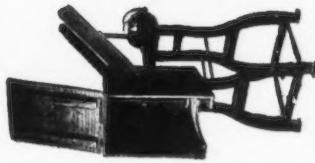
TYPE "F" Plodder.



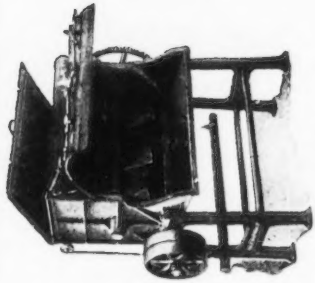
2, 3- and 4-Roll Soap Mills.



4, 6, 8- and 10-Inch Screw Soap Plodder.



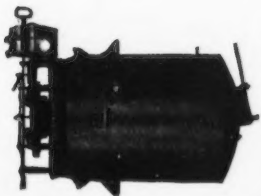
Soap Chipper.



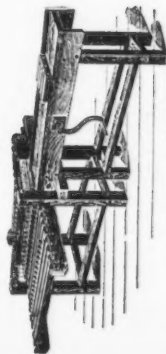
IDEAL Amalgamator.



HORIZONTAL Crutcher.



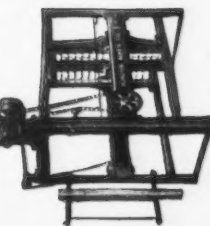
PERFECTION Crutcher.



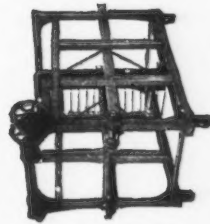
DOUBLE RACK Cutter.



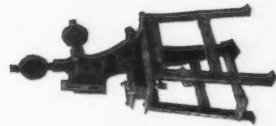
AIKEN Power Cutter.



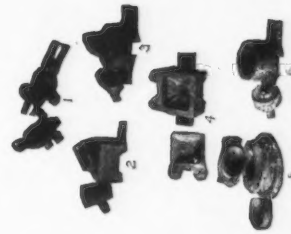
AIKEN Power Slabber.



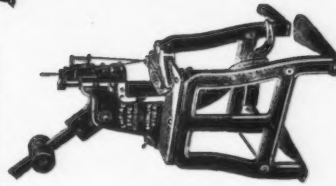
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No. 4 Soap Press.



Soap Dies.



EMPIRE STATE Soap Press.

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Prompt Deliveries*

Brass Boxes
for
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*Hinged or Slip Cover
Fitted with or without
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Our **ROMAN** finish
will not tarnish

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REGISTERED

PRODUCTS

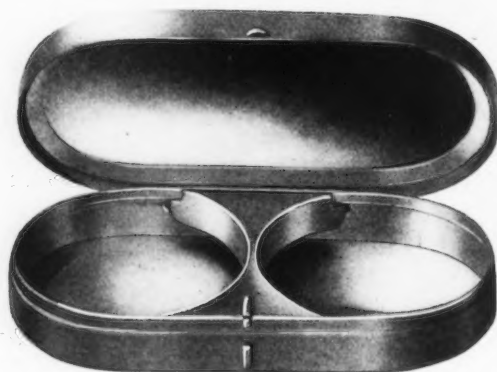


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- ¶ We are now prepared to produce Set Boxes of distinction for Easter and Christmas and will submit samples designed by us or worked out according to your specifications.
- ¶ All shapes of rouge and powder compact boxes covered with French flower trimming, damask satin and gold braid, etc.
- ¶ Let us cover your old or odd-shaped bottles, and make them salable as novelties; or make up samples of your own boxes, etc.

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DECORATIVE ART NOVELTIES
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"We Specialize In—"



DOUBLE COMPACT WITH SPRING CATCH
Made in Two Sizes. This Box CANNOT OPEN Without Pressing Knob

POWDER AND ROUGE BOXES



BEADED SLIP COVER
Made in Standard Size

Slip Cover and Hinged
With and Without Mirrors
All Shapes, Finishes, Colors
and Gold Plated
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WATCH CASE HINGE
Made in Two Sizes to Match Double
Spring Catch Boxes

Write for Prices

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142 Pine Street

Montclair, N. J.



PLAIN SLIP COVER
Made in Two Sizes to Match Double Boxes

Makers of
Metal Novelties



HINGED COVER WITH MIRROR



LABELS

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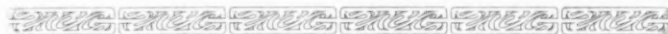
Cincinnati, Ohio,
U. S. A.



A MODERN plant and organization, equipped with up-to-date machinery and advanced methods find us ideally fitted for the production, lithographically, of an unsurpassed quality of exquisite labels and package dressings for perfume, toilet preparations, soap and kindred lines.

The great number of years which we have specialized in and devoted to the perfection of lithography of a superior character, insures every order which is entrusted to us, of expert attention from its inception until completion.

Our Service Department is at your disposal for the submission of quotations and such other information as you may desire in connection with your requirements.



The Henderson Lithographing Company

Station H, Cincinnati, Ohio, U. S. A.

"That's Great!"

impulsively says the manufacturer and consumer when they see how simple and effective the DUPLEX SPRING CLAMP SEAL is in its workings and realize how easy it is to put it on or take it off.

Everybody senses its utility, simplicity and the manifest eternal fitness of things the moment they handle the DUPLEX. No explanations, no instructions—you get the impulse and hang of it intuitively—simply cause and effect.

A quarter turn takes it off—a quarter turn puts it on—to stay "put" until removed. No twisting, squirming, screwing or finding the thread is necessary.

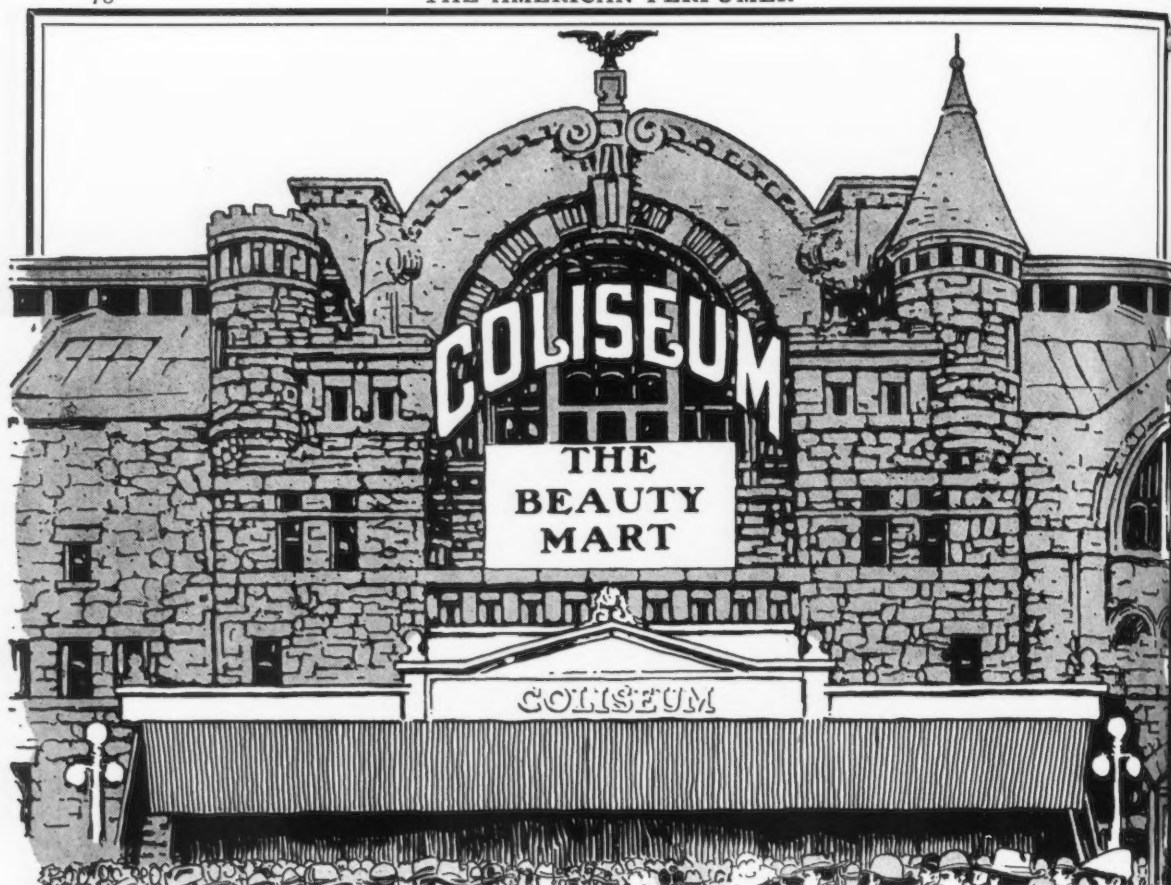
After all, the thing that makes easy the work of the consumer is always the best for the manufacturer. It begets good will, which is always founded upon satisfaction.

THE DUPLEX has taken the closure proposition out of the cork and cap category and placed it in the *true* sealing class where it properly belongs.



Leading Glass Makers Supply the "DUPLEX" Finish. For samples and further particulars address

National Seal Company, Inc.
14th Avenue and 36th Street, Brooklyn, N. Y.



THE BEAUTY MART

At the Coliseum, Chicago, February 28 to March 6, 1921

"THE BEAUTY MART" is the first great national exhibit of beauty products. Its purpose is to educate the public and the trade to a fuller appreciation of the uses and benefits of the many different aids to beauty. No pains or expense is being spared by the management to make this exhibit a lasting benefit to the toilet goods industry as a whole. Too great emphasis cannot be placed on the fact that the tens of thousands of customers and the thousands of buyers who will attend the exhibit, will be in a particularly favorable frame of mind to observe demonstrations and to listen to your sales story. Among the features planned to intensify this interest of visitors and to make the exhibit both a commercial and an educational success will be contests for the most beautiful hair, eyes, teeth,

complexion, hands, feet, the most perfect figure, etc. There will also be special talks by beauty experts and special demonstrations, features and discussions for the trade. The names of the General Advisory Committee who are interested in the success of "The Beauty Mart" and who are giving fullest cooperation are H. E. Lancaster, Marshall Field & Co.; A. F. Burrows, Graham Bros. Soap Co.; W. J. King, Mme. Ise'bell; W. Baldwin, Baldwin Perfumery Co.; Chas. A. Rindell; Dr. Scholl, Scholl Mfg. Co.; J. W. Bleadon, Bleadon & Dun Co. Among the exhibitors who have already taken space are many of the leading manufacturers of toilet requisites and allied products. Every advertiser in The American Perfumer & Essential Oil Review is eligible and will find it profitable to exhibit at "The Beauty Mart."

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Manufacturers of
**Pure Grain
ALCOHOL**

Makes direct deliveries by truck
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NEW YORK

NON-METALLIC COLLAPSIBLE TUBES

Transparent—Plain—Decorated

NO METAL TOUCHES THE CONTENTS

The Most Sanitary Collapsible Container

LABORATORY EQUIPPED FOR FILLING AND HANDLING TUBES

Samples and Quotations Gladly Submitted

HYGIENIC TUBE COMPANY

88-90 McWhorter Street

NEWARK, N. J.

AN ATTRACTIVELY DRESSED WOMAN
COMMANDS ATTENTION
THE SAME IS TRUE FOR A TOILET PREPARATION
OUR LINE OF STOCK LABELS
WILL SELL YOUR GOODS.
CATALOGUE SENT ON REQUEST.

NOTE THE CAN WRAPS WHICH WE CARRY ALSO
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THE JARDEN LITHO. CO.
310-316 N. 11TH ST. PHILA., PA.



JASMONE JUNILLON

The recent increase in price of the New Crop Jasmin Flower Products has not effected any change in the price of this SYNTHETIC.

Our Jasmone has all the characteristics, and, therefore, the individuality of the Natural Oil, but DOUBLE the strength.

OPOPANAXOL :: JACINTHE : LILAS : CIPRICE
VIOLETTE BLANCHE :: JASMONE :: MOUSSOL, ETC.

MUSK XYLENE :: MUSK KETONE :: MUSK AMBRETTE

Manufactured by
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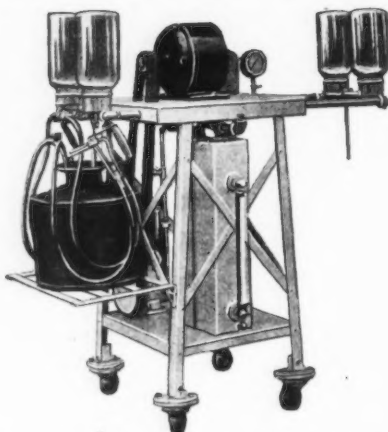
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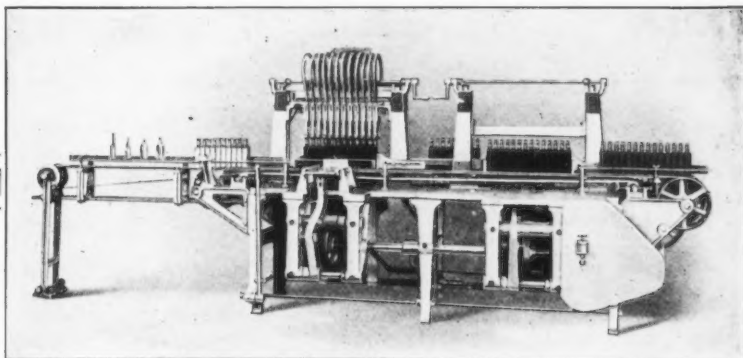


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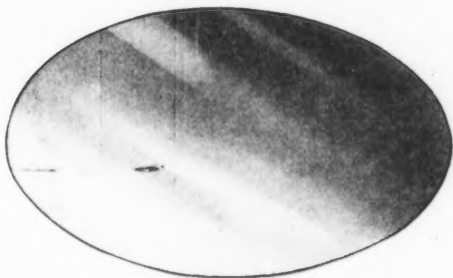
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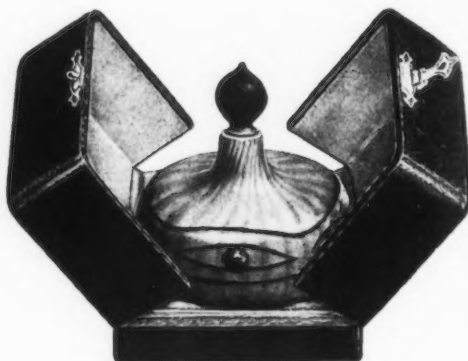
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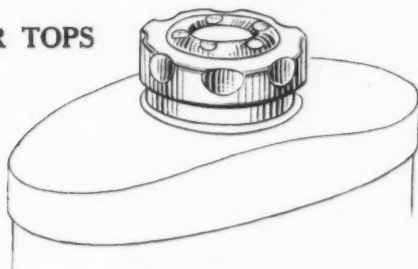
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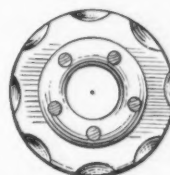
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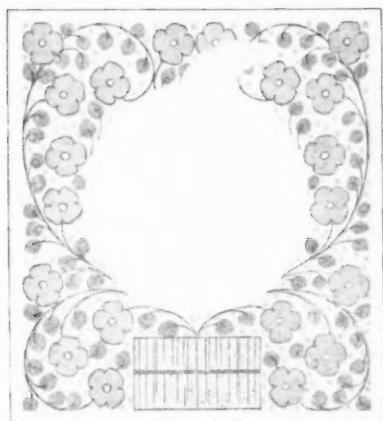
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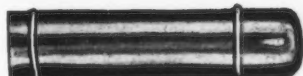
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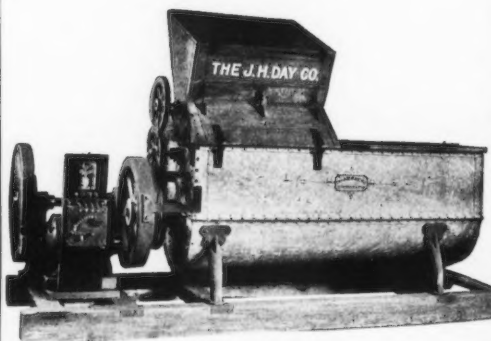
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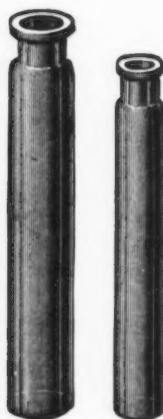
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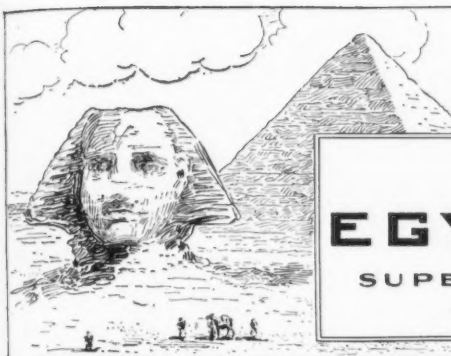
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Dayton, Ohio

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Cold Creams, Vanishing Creams, Menthol Creams, Milk and non-Milk, Massage Cream, Cocoa Butter Cream, Minth Vanishing Cream. Toilet Water, Perfume, Hair Tonic.

Write for Samples and Prices

NORMA CHEMICAL COMPANY

Manufacturers' Chemists

MEMPHIS, TENN.

Collapsible Tin and Lead Tubes

Plain and Decorated

Sprinkler Tops

Essential Oil Cans, Screw Caps

WRITE FOR SAMPLES AND PRICES

CONSOLIDATED FRUIT JAR CO.

NEW BRUNSWICK, N. J.

Phenyl Ethyl Alcohol, \$30.00 per lb.

One-half ounce will be mailed for 50c. in stamps.

American Beauty Rose, \$20.00 per lb.

A finished product, add nothing to it to make a finished perfume or toilet water.

Soluble in 80% cologne spirits.

Use two to eight ounces to make one gallon of perfumes and toilet waters.

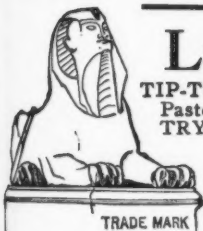
Six drams will be mailed for 50c. in stamps.

O. C. BOWERS & COMPANY

Manufacturing Chemists

Oklahoma City

Oklahoma, U. S. A.



Labeling Pastes

TIP-TOP PASTE POWDER. Made into a Paste with Cold, Hot or Boiling Water. TRY IT.

SPHINX PASTE—For high grade labels to glass or paper.

TINNOL—For plain or lacquered tins.

MACHINE GUM—For wood or paste-board.

CONDENSED PASTE POWDER—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

The Arabol Mfg. Co.

100 WILLIAM STREET

New York

Glyzzerol B

A SUBSTITUTE

FOR

C. P. GLYCERINE

BOTTLES

PERFUMERS' WARE

OUR SPECIALTY

MILLVILLE BOTTLE WORKS

MILLVILLE, N. J.

GEO. N. HANNA
108 FULTON ST. - - NEW YORK

I. D. FADEN
CHICAGO REPRESENTATIVE
208 N. Wells St. Room 302



The large addition to our factory is in
full operation. Can make prompt delivery.

Hummel & Robinson

26 Cortlandt St. New York

Manufacturers and Importers of

LANOLIN U. S. P.
LACTIC ACID EDIBLE
44%, 60%, 80%

BEESWAX
pure white sunbleached
RICE STARCH
powdered

FILTER PAPER
FILTER MASSE

THE TWITCHELL PROCESS

THE STANDARD METHOD OF
DEGLYCERINIZING
THROUGHOUT THE WORLD

Kontakt Saponifier

FOR HIGH GRADE FATS

Kontakt D. P. Saponifier

FOR LOW GRADE FATS

The Twitchell Process Co.
CINCINNATI, OHIO

TUBES

PURE TIN
DECORATED

OR PLAIN

MADE RIGHT
SHIPPED RIGHT

GEORGE K. DILLER

Sales Agent Wheeling Stamping Co.

90 WEST BROADWAY
NEW YORK

BAR SOAP DRIED ECONOMICALLY

ONE manufacturer of laundry bar soap who has used a Proctor Automatic Soap Dryer steadily for more than three years, tells us that according to his experience the most favorable points of the Proctor Dryer are economy in operation and increase in drying capacity. Another manufacturer who is turning out 12,000 lbs. of dried soap a day writes that the Proctor Dryer is better than anything he has ever seen. These and the many other Proctor Dryer users are handling large quantities of soap daily, drying it satisfactorily and economically.

PROCTOR and SCHWARTZ, Inc.

Formerly Phila. Textile Mach. Co.

PHILADELPHIA, PA.

Proctor
DRYERS

602

ALBION SILKY CORDS and COTTONS

FOR TYING

PERFUMES
ESSENCES

and

TOILET PREPARATIONS

ARTISTIC AND INEXPENSIVE

Manufacturers

THE ALBION SEWING COTTON CO., LTD.

FAWLEY MILLS, TOTTENHAM HALE

LONDON, ENGLAND

Nadal, Desparmet & Cie

NANTERRE, FRANCE

Synthetic Perfume Bases

INDOL

Aldehydes and Alcohols

Purest bases for Lily, Rose, Violet
Lilac, Etc.

Geraniol, Geranium sauvage

Phenyletilic Alcohol

Mousse de Chêne absolue 100%

BELGIAN TRADING COMPANY, Inc.

Sole selling agent for U. S. and Canada

44 Whitehall Street

NEW YORK CITY

Phone: Bowling Green 9611

Silt Edge
Trade Mark

Silt Edge Puff
Trade Mark

ARE THE ACME OF PERFECTION

Soft, thin and dainty. Made of hygrade cloths, chamois and combinations. Best adapted for vanities and compacts. We produce millions of powder puffs annually. Quantity production enables us to quote right prices.

WE ARE WELL EQUIPPED TO MEET YOUR REQUIREMENTS.

THE FIRST AND FOREMOST MANUFACTURERS OF POWDER PUFFS IN AMERICA



*If it's a Powder Puff or
Powder Cloth We
Make It*

MARCUS & SMITH

Manufacturers

380 LAFAYETTE STREET
NEW YORK, N. Y.



Silt Edge
Trade Mark

AROMATIC SYNTHETICS

Citral
Cinnamic Acid
Chlorstyrol
Coumarin

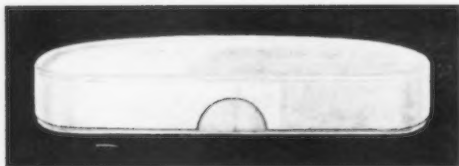
Geraniols
Iso-Eugenol
Methyl Anthranilate
Methyl Indol
Oenanthic Ether

Phenylacetaldehyde
Solventol
Vanillin
Violet Ketones

KENART SYNTHETIC PRODUCTS COMPANY

189 W. Madison St.

CHICAGO, ILL., U. S. A.



Staple and Special designs in
Celluloid Containers for every
purpose.

"CELLULOID" BOXES

The ideal light-weight containers for all products

BOXES TUBES
 (collapsible)
TELESCOPIC CASES

THE SILLCOCKS-MILLER CO.

Artificers in Celluloid

SOUTH ORANGE,

NEW JERSEY

Cl. Combes Laboratories

LYON, FRANCE

Est. 1885

FIXOL

(Hydroxycitronellal tech.)

A new interesting product.

Unequalled Fixative, Exquisite Base

Of great assistance in:

Lily of the Valley - Cyclamen - LilacSamples and Prices: **FRED G. HOFFHERR,**

U. S. Representative

Phone: Rector 3287

20 Broad Street, New York City

A. ALEXANDER

453 19th Street, BROOKLYN, N. Y.

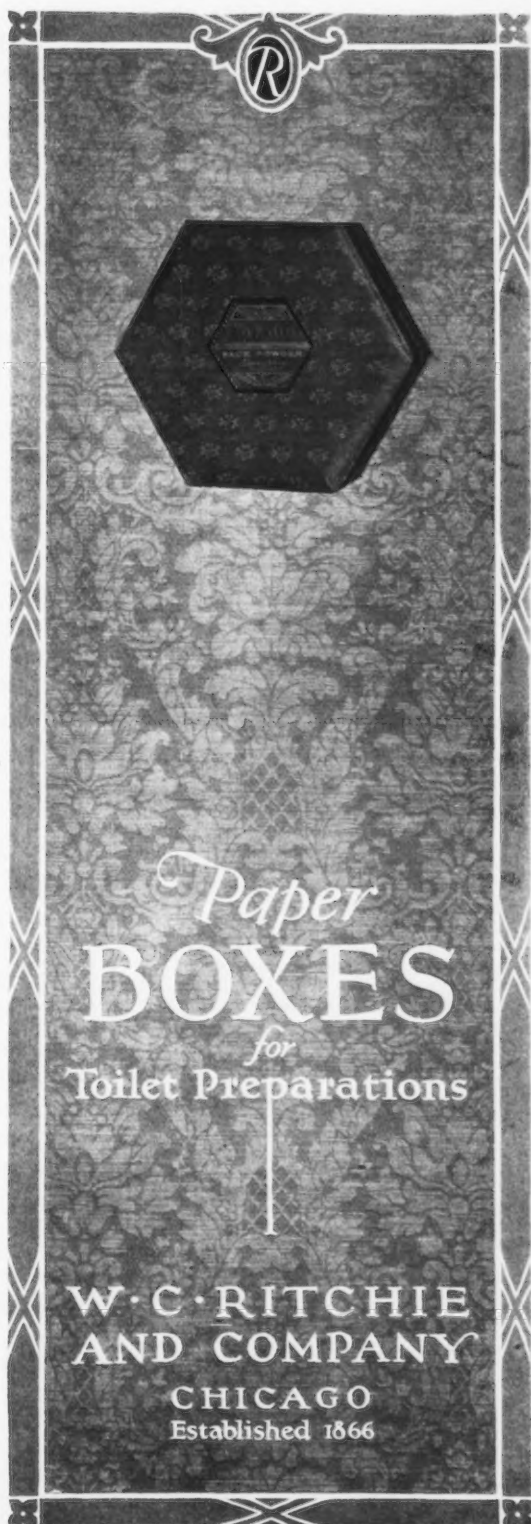
**Consulting Chemist
Efficiency Engineer**

Formulae furnished for the manufacture of Perfumes and Toilet Preparations. Manufacturing Plants planned and equipped.

Special advice on the manufacture of Tooth Paste, Shaving Cream, Soap Base, Liquid Shampoo, Hair Coloring and Dyes, Compact Rouge and Face Powder, Lotions, Toilet Creams, Greaseless and Cold, Rolling Massage and all Pharmaceuticals.

CHARGES MODERATE

Telephone, South 1307



Paper
BOXES
for
Toilet Preparations

**W. C. RITCHIE
AND COMPANY**
CHICAGO
Established 1866



First of all, you want a clean tube—one that is absolutely free from foreign matter. You want a tube free from imperfections—one that will not break after it has reached the consumer. You want a tube with a perfect fitting cap—one that seals airtight. You want a tube with a smoothly finished, high polished shoulder.



VICTOR COLLAPSIBLE TUBES

have all these qualities and more—they have beauty. Your product in Victor Tubes suggests luxury. In competition for attention, your product in Victor Tubes will win on the merit of pure beauty.

The price of Victor Tubes may be a little higher than that of others, but the difference is negligible. Shall we send you samples so that you may see—and compare?

Victor Metal Products Corp'n
29 Broadway, New York City

Benzyl Benzoate

100% Ester

Water white, odorless, free from chlorine

NELSON CHEMICAL WORKS, Inc.
WOODHAVEN, LONG ISLAND, NEW YORK

Telephone: DECATUR 7723



EVERGREEN CHEMICAL CO.

Established 1898

171 BROADWAY, NEW YORK

Exclusively, Blended Conc Flower Oils and Colors for Manufacturers of Toilet Preparations

ECCO OILS

FOR COLD CREAM

Rose "E", \$26 a lb.
Rose No. 44, \$18 a lb.
Either one, 4 ozs. to 100 lbs.

GREASELESS CREAM

Lilac, No. 100, per lb., \$9
Lily "A", per lb., \$13.50
4 to 6 ozs. to 100 lbs.

FACE POWDER ODORS
in very large variety

Lilas de France per lb., \$26
 $\frac{1}{2}$ oz. to gallon, 50% Spirits, for a
fine Lilac Water

Quinine F, per lb., \$7
 $\frac{3}{4}$ oz. to gallon, 50% Spirits

Write for price lists, also Booklet of Toilet Requisite Formulae, and if you have any difficulties to overcome, let us know, we may be able to help you out.

ECCO OILS



U. S. P.



190°

COLOGNE SPIRITS

Our present method of chemical control in distillation has completely eliminated aldehydes from EVERCLEAR Cologne Spirits, and guarantees an absolutely uniform, neutral and odorless spirit, particularly recommended to the Perfumer.

SHIPPED IN EITHER BARRELS OR STEEL DRUMS.

THE AMERICAN DISTILLING Co.

1006 SOUTH STATE STREET
CHICAGO, ILLINOIS

DISTILLERIES
PEKIN, ILLINOIS

491 WASHINGTON STREET
NEW YORK, N. Y.

DONALD WILSON

SYNTHETICS
CHEMICALS
ESSENTIAL OILS



FOR TOILET SOAPS
PERFUMES
TOILET ARTICLES

80 JOHN STREET, NEW YORK

POWDERED SOAP

For Tooth Paste

HARRAL SOAP CO., Inc.

132 Havemeyer St.

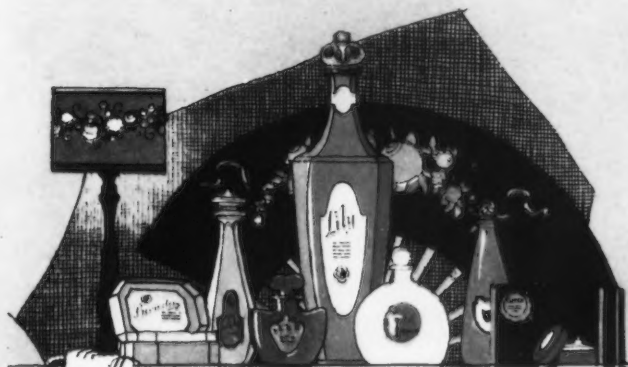
BROOKLYN, N. Y.

Imperial Metal Manufacturing Corporation

81-83-85 Sunswick Street
Long Island City, N. Y.

Manufacturers of
**The Imperial Leak Proof
Sprinklers**

"Patented July 7th, 1914."



The seal on the perfumer's package—whether the package be box or bottle—is the final touch of quality.

Seals of distinction

IF you want a seal for a new product or a better seal for an old product—call Dennison. Dennison artists will draw a sketch for you.

The embossed seals are carefully inspected to deliver to you uniformly clean printing, heavy embossing and gum that always holds tight.

A sketch, together with samples of embossed seals will be sent to you, if you will write for them.

Dennison Manufacturing Co.

THE TAG MAKERS

Works at Framingham, Mass.

Boston, 26 Franklin Street
Philadelphia, 1007 Chestnut Street

New York, Fifth Ave. & 26th Street
Chicago, 62 East Randolph Street

Sales Offices in 24 cities in the United States and Canada.

London

Buenos Aires

Copenhagen

Mexico City

Rio de Janeiro

Dennison's



Dennison's

Seals of distinction

(See other side)

MAGNESIA CARBONATE

TECH. and U. S. P.

C. A. SENGEL & CO.

12 W. KINZIE ST. CHICAGO

FABRIQUE DE PRODUITS CHIMIQUES

ALPINA S. A. ZURICH (Switzerland)

**Raw materials for Perfumes and
Soaps Synthetic Perfumes**

Specialties: CITRONELLOL—GERANIOL—
RHODINOL (rosé).

Our ACETATES and ALDEHYDES.

VIOLETTE "ALPINA" alpha 100% extra—beta
100%—pure soap.

TILLEUL: Substitute for Cyclamen, Lilas, Muguet,
etc.

PACKAGE HEADQUARTERS—

Boxes

Bottles

Seals

ALUMINUM CONTAINERS

EVERY NICKLE'S WORTH GUARANTEED

WRITE—WIRE—CALL

W. JOHN BUEDINGEN

DIRECT FACTORY REPRESENTATIVE

ONE MADISON AVENUE
NEW YORK CITY

Phenyl Ethyl Alcohol Phenyl Ethyl Acetate Rhodinol Extra

Superior quality
Spot delivery
Attractive price

Manufactured by

GABRIEL RAPHEL

La Courneuve, France.

Sole Agents

MATHESON & ATKINSON

354 4th Ave.

New York

Phone—Mad. Square 4065



EXTRA STRENGTH SYNTHETICS

Without Sacrifice of Quality

**NEROLI SYNTHETIC
JASMIN SYNTHETIC**

SAMPLES FURNISHED

H. C. RYLAND

Importer and Exporter

284-6 PEARL ST. NEW YORK



HOW ARE YOUR GOODS TIED ?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of **QUALITY** by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
Dept. T

Successors to M. Heminway & Sons Silk Co.
120 East 16th St. New York, N. Y.

CLASSIFIED ADVERTISEMENTS

The rate for advertisements in this section is 50c. per line per insertion. Please send check with copy. Address all communications to **PERFUMER PUB. CO., 14 Cliff St., New York.**

BUSINESS OPPORTUNITIES

NEW AND USED DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD. GLUCK STEEL BARREL CO., PERTH AMBOY, N. J.

WANTED—Procter soap chip dryer. Give price, size, condition, etc. Address B. O. No. 804, care of this journal.

Choice White Florentine Orris Root, whole, powdered or granulated; attractive price; for samples, quantity and price, address C. Bertolaia, 50 Church Street, New York City.

FOR SALE—One Stokes No. 64 Drug Mill; brand new. At a bargain. Address B. O. No. 832, care of this journal.

The owner of the largest perfumery in Montreal (Canada), contemplating going to live abroad in the near future, would consider serious offers for the purchase of his business, which has shown considerable and steady increase since the start in 1913. Owner will not sell at sacrifice, but will wait until satisfactory offer turns up. Address B. O. No. 833, care of this journal.

Manufacturer's agent, covering over one thousand retail druggists and department stores in Boston and vicinity, is desirous of representing some well advertised article. Address B. O. No. 842, care of this journal.

(Continued on page 112)

LIQUID

CONCRETES

WELL-KNOWN MAKES
ORIGINAL 1 LB.- PACKAGES
PRICES ON APPLICATION

JASMIN

ROSE

TUBEROSE

L. A. VAN DYK
Manufacturing Chemist

110 West 14th Street
New York

1114 State - Lake Bldg.
Chicago

The Debauch of Extravagance is Over

Normal conditions are being restored in every line of business. New contracts at the right figures are in order. Without boasting I want to say that I guarantee

Satisfactory Work—Fair Prices—Dependable Service

Why Not Find Out?

GEORGE J. GILLIES, *Builder of Better Paper Boxes*

268 STATE STREET, ROCHESTER, N. Y.

New York Office: Doane Hage, 59 Fourth Ave.

Karl Kiefer Automatic Rotary Vacuum Filler

Fills extracts, perfumes, ink, toilet water—any liquid.
60 to 100 bottles a minute.

Will not fill bottles with broken corners, pin-holes, chipped mouths, etc. Fills with unvarying accuracy and absolute cleanliness.

Bottles may be fed into machine automatically and are discharged automatically onto our Corking Conveyor.

A simplified, reliable machine; superior in workmanship and of high mechanical efficiency.

Write for details.

THE KARL KIEFER MACHINE CO.



Cincinnati, Ohio

Shipkoff's Pure Otto of Rose

Nature ordained that Otto of Rose should have certain Chemical, Physical Constants. Fakers design rose oils—having the same Constants; but they are not Otto of Rose. Shipkoff's Otto of Rose is Nature's Otto.

Before placing your contract, be sure to get Shipkoff's sample and price, and try it. *Once Tried—Always Used.*

Highest Awards at All Universal Expositions—
Including Four Grand Prizes.

SHIPKOFF & CO.

Kazanlik, Bulgaria

Branch office in Sofia

Model steam factories in Kazanlik, Kalofer, Karlovo
and Rahmanlari

New York Depot:

SHIPKOFF & CO., 18-20 Platt Street,
New York, N. Y.

HELP WANTED

WANTED—Salesman, experienced in Essential Oils and Synthetics, for New York City and vicinity. State age, experience and salary expected. Address H. W. No. 834, care of this journal.

SALESMAN—To introduce attractive line of toilet goods to druggists and department stores. Proven ability will be rewarded with interest in company. State experience. Address H. W. No. 835, care of this journal.

SALESMAN WANTED—To carry powder puffs as side line on commission basis. This line includes new brand, which is so original and attractively packed that results are assured. State territory you cover and line you carry. Address H. W., No. 822, care of this journal.

SALESMAN—To carry as side line, Polly Prim Powder Puffs and Vanity Purses. Address H. W. No. 836, care of this journal.

Manufacturer of powder puffs has an excellent side line proposition for a salesman calling on drug and sundry jobbers. Mention territory and line carried. Address H. W. No. 837, care of this journal.

SALESMAN WANTED—By collapsible tube manufacturer, to call on the trade, metropolitan district and adjacent territories. State salary and particulars. Address H. W. No. 844, care of this journal.

SITUATIONS WANTED

COSMETIC CHEMIST, just returned from Europe with many new ideas; seeks connection in supervising capacity with ethical New York manufacturer, or will organize new business on salary and commission basis. Address S. W. No. 838, care of this journal.

MANAGER of essential oil department or buyer; eight years' experience in buying these products, drug sundries, etc. Will consider a reasonable proposition if prospects are good. Address S. W. No. 843, care of this journal.

(Continued on page 114)



ESTABLISHED 1890

FOREIGN—**TALC**—DOMESTIC

KAOLIN

ZINC OXIDE

MAGNESIA CARBONATE

SOAP POWDER

ZINC STEARATE

PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

STARCH

INFUSORIAL EARTH

WHITTAKER, CLARK & DANIELS, INC.

IMPORTERS AND EXPORTERS

250 Front St.

New York

AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

**LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—
PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING
CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.**

AMOLE SOAP CO. TIPPECANOE CITY, OHIO



SUPERIOR TALCUM CANS

Made with Fibre Bodies and
Metal Tops and Bottoms.

MAILING CASES

FOR LIQUIDS

Round Fibre Cans

Composite Cans

(Fibre Bodies, Metal Tops and
Bottoms)

Mailing Tubes for Calendars, Etc.



Samples and Quotations on Request

**UNION PAPER COMPANY, (EST. 1876) 842 WASHINGTON ST.
NEW YORK**



PERFECT ROUGE & POWDER COMPACTS

Made Best, Easiest and Quickest on the

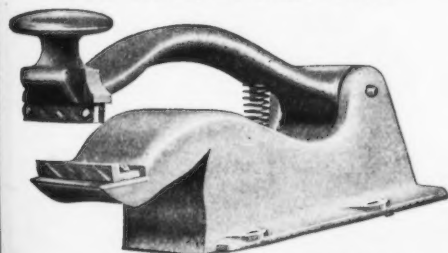
Alexander Patented Compact Rouge Machine

OVAL LIP STICK MOULDS \$100.00—ROUND \$75.00 UP

A. ALEXANDER, 453-19th ST., BROOKLYN, N. Y.

TELEPHONE SOUTH 1307

THE BEST
HAND POWER MACHINE MADE



THE "STANDARD" TUBE CLOSING MACHINE

COLLAPSIBLE TUBES

(ALL SIZES)

Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

**STANDARD SPECIALTY AND TUBE CO.
NEW BRIGHTON, PA.**



**Com-Pay Gold, Silver
and Color Foil Labels
for Toilet Soap and
Candy Manufacturers**
Printed and Embossed Colors and Tints
Com-Pay Label Co. Inc.
711 S. Dearborn St. Chicago Ill.

SITUATIONS WANTED—Continued

PERFUMER AND MANUFACTURER of all kinds of toilet preparations open for engagement. Ten years' experience with three of the largest houses in the country. Thoroughly competent in developing new lines, buying, manufacturing, factory management, etc. Best of formulæ and processes. References and particulars. Address S. W. No. 839, care of this journal.

WANTED—Complete essential oil line perfumers' and soap makers' raw and synthetic chemicals and odors for territory Kansas City to Pacific Coast. References furnished; have trade following, drawing account and commission. Address S. W. No. 840, care of this journal.

POSITION WANTED—Manufacturing Chemist, with 15 years' experience in the manufacturing of perfumes, toilet articles, flavoring extracts, bakers' and confectioners' supplies, etc. Capable of taking complete charge of manufacturing and finishing department, buying raw materials, etc. Address S. W. No. 841, care of this journal.

WELL-KNOWN EUROPEAN CONCERN with a world-wide reputation, manufacturing synthetic perfumes, essential oils, etc., is willing to entrust the sale of their products to a first-class house in NEW YORK as sole representative for U. S. A. Only those of first-class financial standing and able to carry stock partially for own account should apply. Please send particulars to Browne, Box 938, Rue du Louvre, PARIS, FRANCE.

BRASS GOODS MFG. CO.

345 Eldert St., Brooklyn, N. Y.



No. 162—Self-Closing Cap

Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Tooth-powder Cans and Jars, in Brass—Polished, Nickelplated, etc.—and other metals.

Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.



No. 50



No. 97



No. 123



No. 140



No. 72



No. 47



No. 150



No. 188 CLOSED



No. 157



No. 84

STOKES**Powder Filling
Machines**

are packing most of
the best makes of

Toilet Powders

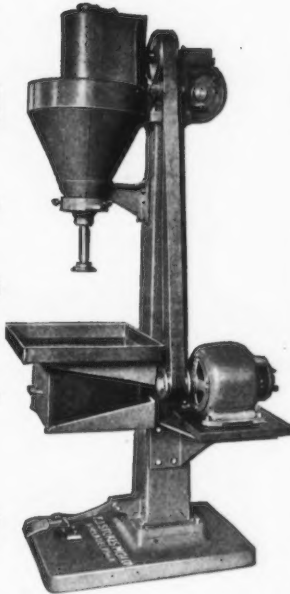
on the market.

They handle any
shape of container

**Rapidly and
Accurately**

Send for circular

F. J. STOKES MACHINE COMPANY
PHILADELPHIA, PA.

**Better Packing Means
Better Product**

Better product means easier sales. Keep quality
in. Get your products into the hands of your
consumers with all of their goodness intact.

**Protective Papers**

Glassine Parchmoid
Greaseproof Vegetable Parchment

add character, quality, attractiveness and quick
salability to your product.

Each is made for a specific purpose and each is
the best of its kind. Write today for samples
and full information. Tell us what you pack and
how you pack it. Maybe we can give you a
helpful suggestion.

Dept. 23

Diamond State Fibre Company

Bridgeport (near Philadelphia), Penna.

Branch Factory and Warehouse, Chicago
Offices in Principal Cities.

In Canada:

Diamond State Fibre Co. of Canada, Ltd., Toronto

J. N. LIMBERT & CO.

12 South Marshall Street
PHILADELPHIA

**Importers
of
Vanilla Beans**

All Varieties

**EMBOSSSED SEALS
AND LABELS**

*For Perfume, Toilet
and Soap Manufactures
And any other purpose
where seals are used
All manufactured on our
premises*

"National" Certified Food Colors



Bulletin

No. 5

Edibles sell more readily when their appearance pleases the eye. Sight greatly influences appetite. Therefore, coloring matter in foodstuffs must create the most attractive merchandise.

"National" Certified Food Colors have strength and brilliancy.

To get the full sequence of our story, see preceding and succeeding Bulletins

National Aniline and Chemical Co., Inc.

Certified Food Colors Division

21 BURLING SLIP

NEW YORK



Quality

ABSOLUTE ETHYL ALCOHOL and CHEMICALLY PURE 96% ETHYL ALCOHOL TAX FREE

For Scientific, Educational and Research Purposes.

For Federal, State and Municipal Laboratories and Institutions.

For Hospitals and Sanatoriums.

The Government has approved our plans for the manufacture, sale and distribution of Absolute Ethyl Alcohol and Chemically Pure 96% Ethyl Alcohol.

Packages have been prescribed as follows:

Case containing 36 half-liter bottles.
Five gallon tinned pressed steel cans.

Ten gallon tinned pressed steel cans.
Fifty gallon tin lined steel drums.

An outline of the procedure applying to the withdrawal of Scientific Ethyl Alcohol will be furnished by our nearest Sales Agency.

SALES AGENCIES

Baltimore	South Baltimore, Md.
Chicago	First National Bank Bldg.
New Orleans	1008 Maison Blanche Bldg.
Boston	943 Cambridge Street.
Detroit	Union Trust Bldg.
New York	27 William Street.



U. S. INDUSTRIAL CHEMICAL CO.

Refined Chemicals Department

27 William Street

NEW YORK CITY

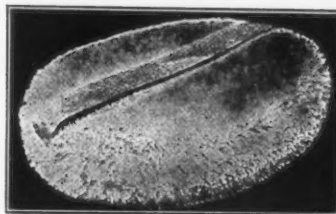
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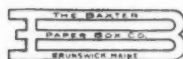
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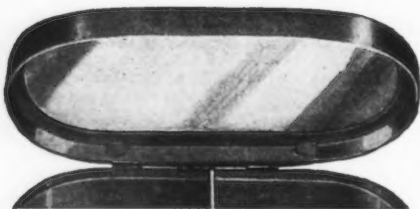


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